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# The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

SEPTEMBER 6 1958



PREPARE FOR SIX PROFITABLE MONTHS

## Haliborange TABLETS

WITH THIS EXCEPTIONALLY ATTRACTIVE BONUS OFFER

| | | |
|---|---|---|
| BONUS PARCEL A | 12 doz. bottles of 25 **BONUS** 24 bottles of 25 (i.e. 2 free bottles in each dozen) | OUTLAY £15.0.0 **PROFIT £12.0.0** |
| BONUS PARCEL B | 8 doz. bottles of 25, 1 doz bottles of 100 **BONUS** 16 bottles of 25, 2 bottles of 100 (i.e. 2 free bottles in each dozen) | OUTLAY £13.16.8 **PROFIT £11.1.4** |
| BONUS PARCEL C | 4 doz. bottles of 25, 2 doz. bottles of 100 **BONUS** 8 bottles of 25, 4 bottles of 100 (i.e. 2 free bottles in each dozen) | OUTLAY £12.13.4 **PROFIT £10.2.8** |
| BONUS PARCEL D | 3 doz. bottles of 100 **BONUS** 6 bottles of 100 (i.e. 2 free bottles in each dozen) | OUTLAY £11.10.0 **PROFIT £9.4.0** |

**ORDER TODAY** Any number of Bonus Parcels can be ordered

THIS OFFER ENDS OCTOBER 11th.

LLEN & HANBURYS LTD LONDON

# BONUS OFFERS

POTTER'S PASTILLES 1958

## Potter's CATARRH PASTILLES

and CRYSTALLISED CATARRH PASTILLES

**BONUS TERMS**
are available on
minimum quantities of

**3 DOZEN TINS**
*of either variety or assorted*

One tin in every dozen is **FREE!**

For a minimum parcel of 36 tins, you will be charged for only 33, and pro rata for larger quantities.

**ORDERS THROUGH WHOLESALERS ONLY!**

## Potter's pharmaceutical pastille range

*You can choose from* **3 SEPARATE PARCELS**

**A** 11 doz @ 10/6 doz
POTTER'S PHARMACEUTICAL PASTILLES
Pre-selected, including GEE'S LINCTUS
BONUS
1 doz Potter's Catarrh Pastilles
9 tins Potter's Pharm. Pastilles
1 Display unit

**B** 11 doz @ 10/6 doz
POTTER'S PHARMACEUTICAL PASTILLES
Pre-selected, excluding GEE'S LINCTUS
BONUS
1 doz Potter's Catarrh Pastilles
9 tins Potter's Pharm. Pastilles
1 Display Unit.

**C** 12 doz @ 10/6 doz
POTTER'S PHARMACEUTICAL PASTILLES
FREE CHOICE
BONUS
Charged as 11 doz.
1 Display Unit

**RANGE:**
- GEE'S LINCTUS B.P.C.
- GLYCERIN OF THYMOL
- ANTISEPTIC THROAT
- MENTHOL & EUCALYPTOL B.P.C. '49
- GLYCERIN, LEMON & HONEY
- CHERRY COUGH
- GLYCERIN AND BLACKCURRANT

On parcels A & B OUTLAY IS £6.9.9
Selling price is £10.10.0
PROFIT £4.0.3

*Full details have been mailed to all chemists*

*Sole Manufacturers and Proprietors*
POTTER & CLARKE LTD RIVER ROAD BARKING ESSEX Telephone: RIPpleway 1105

HIGHEST TOLERATION

PRACTICAL DOSAGE COMBINATIONS

SATISFACTORY CLINICAL RESPONSE

*Physicians therefore specify*

# Calcium B-PAS WANDER

*and*

# B-Pasinah WANDER

(calcium B-PAS Wander plus isoniazid)

*in the domiciliary*

## Chemotherapy of Tuberculosis

**B-PAS (Wander),** 4-benzoylamino-2-hydroxybenzoic acid, first introduced by our Research Laboratories in 1948, is the drug of choice in regimens comprising PAS in concurrent therapy.
In the form of its calcium salt, it induces only minimal side-effects as compared with sodium PAS, and because of its high acceptability guarantees as far as possible that domiciliary patients take their medication.

**CALCIUM B-PAS (Wander)**

Powders: Tins of 150 and 400 x 3.5g. envelopes
Cachets: ,, ,, 80 and 400 x 1.0g.
Also available: Sodium B-PAS (Wander) in 1.5g. Cachets.

**'B-PASINAH' (B-PAS plus Isoniazid)**

Powders: Calcium B-PAS (Wander) 3.5g.
Isoniazid ... ... ... 87.5mg.
Tins of 150 and 400

Cachets: Calcium B-PAS (Wander) 1g.
Isoniazid ... ... ... 25mg.
Tins of 100 and 500

Price details of all forms of PAS from the Medical Dept.

*All Wander tuberculostatic products are available from usual wholesalers or direct from*

A. WANDER LIMITED, 42 UPPER GROSVENOR ST., GROSVENOR SQ., LONDON W.1

T56

A

# coliclean

STAIN & GREASE ABSORBENT

PERFECT STAIN REMOVER

## now joins the range of THAWPIT CLEANING PRODUCTS

Thawpit Ltd. have now acquired the business of Coliclean Ltd., manufacturers of the well known stain and grease absorbent and other cleaning products.

Coliclean will continue to be marketed under its present name. Production capacity has now been transferred to the THAWPIT factories and all sales and distribution for COLICLEAN will be through the THAWPIT Offices and the usual channels.

### NEW, IMPROVED COLICLEAN TUBE

New improved cap and a metal seal have now been introduced into all Coliclean tubes, giving indefinite shelf life and keeping contents in perfect condition.

## and now—5 different THAWPIT CLEANING PRODUCTS for everyday use

Coliclean joins the well known THAWPIT products giving a variety of applications which can cope with any cleaning problem at any time.

*For further details and enquiries please contact*

THAWPIT

THAWPIT LTD · WOODSTOCK GROVE · LONDON · W.12

Telephone: SHEpherds Bush 9211

***NATION-WIDE T.V. CAMPAIGN***

It has been proved that demonstrating this type of product is the best way of selling it — so that's just what we've done. On all Commercial T.V. Networks — London, the Midlands, the North, Wales & West, Southern and Scotland — the Philips Electrically Heated Blanket is playing a star part, before a big audience — now! The result? Sales and plenty of them! Be sure to get your share.

Yes, that's the new Philips Electrically Heated Blanket, the blanket that's made from 100% pure wool, has 3-heat temperature control, and offers the exceptional safety and dependability always associated with Philips.

Then there is the advantage for *you* of a large scale advertising campaign, using network Commercial T.V., Display Material and Press Advertising. At 7 gns. (including P.T.) for the single size and 11 gns. (including P.T.) for the double, the Philips Electrically Heated Blanket is a best-seller — with a specially designed pack for immediate store display.

# PHILIPS *electrically heated* Blankets

***ALL-WOOL WARMTH—ALL-WOOL SAFETY***

Serial No. 2535 BRITISH GOOD HOUSEKEEPING INSTITUTE GUARANTEES REFUND OF MONEY OR REPLACEMENT IF NOT IN CONFORMITY WITH THE INSTITUTE'S STANDARDS

B.S. 2612
Lic. No. 2659
These blankets conform to all the requirements of the British Standards Institution.

PHILIPS

**PHILIPS ELECTRICAL LTD.**
*Century House · Shaftesbury Avenue · London · W.C.2*

(PB3091)

# DON'T

bother to dust PLJ bottles. After all, what's the point? PLJ is such a fast seller. And, although sales of PLJ are greater than those of all other brands of lemon juice put together, we don't allow the

# DUST

to gather on *us*, either! We're determined that this will be a record year for PLJ. The most massive advertising campaign in our history is now under way to ensure that more people than ever buy more

# PLJ

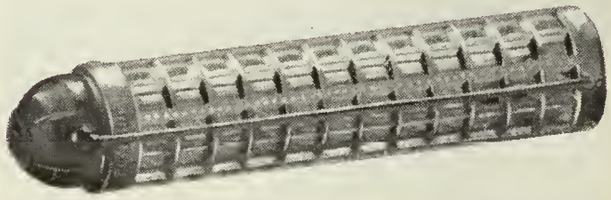
lemon juice. And they'll be buying it from *your* shop. During the period from August this year to March 1959, more than 300 television commercials are scheduled. The result will be more and more customers—so make sure you have enough

# BOTTLES

of PLJ to meet the demand for this fast-selling line.

Macleans Ltd.,
Great West Road, Brentford, Middlesex.

## NOVELTY CURL FOUNDATIONS
"FABULO" BRAND



The world's best and cheapest UNBREAKABLE (polythene) HAIR ROLLER or CURLER in 2 sizes for professional use by Hairdressers, for use with Home Perms or simply by damping the hair.

Size 1=6 in Cellophane packet (very attractive) 3" long
Size 2=5 ,, ,, ,, ,, ,, 3½" ,,

**Price 15/10** per doz. packets of either size+30% P.T.
Min. Retail Price **2/6** per packet of either size.

***Samples on request***

Supplies obtainable through the wholesale trade or direct from:

**HAETAM LTD.,** 63 Corporation St. Manchester 4
*Telephone: Blackfriars 3882*

***Wholesalers who do not yet stock these renowned Curlers please contact us for trade terms.***
Export enquiries welcome—Special prices & terms will be allowed

*Comfort* *Economy*
SANITARY TRADE **HOSEZENE** MARK TOWELS
THE HOSEZENE CO. LTD. NOTTINGHAM

## DISEASES AND REMEDIES
**10th Edition, 1955**

Contains numerous additions made since the 9th edition (published 1953), which was completely rewritten. A concise survey of the most modern methods of medicine. It provides pharmacists with a text-book of information on the treatment of diseases and the drugs used. PRICE **15/-** Postage 8d.

*Order direct from:*
**THE CHEMIST & DRUGGIST**
28 ESSEX STREET, STRAND, LONDON, W.C.2

BURROUGH'S
**ABSOLUTE ALCOHOL**
JAMES BURROUGH LTD. 1 CALE DISTILLERY LONDON S.E.11

TRADE **'VERLOG'** MARK
SURGICAL ELASTIC HOSIERY
Belts, Trusses, Suspensory Bandages, etc.
ATHLETIC SUPPORTS
Knee Caps, Anklets, Jockstraps
THOS. GLOVER & SON, LTD., CARLTON, NOTTINGHAM
Tel.: 58227 (2 lines). 'Grams: Verlog, Nottingham

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**New foot comfort with**

**Stride medicated**

**FOOT POWDER**

In summer, most people need foot comfort. At the same time, many need protection from foot infections—especially Athlete's Foot.

**Stride offers these benefits**

STRIDE relieves hot, sore, tired feet, cracked and moist skin conditions. STRIDE absorbs perspiration and is a deodorant. And STRIDE protects against infections. For easy use, STRIDE comes in a polythene puffer pack.

**Stride contains**

Chlorphenesin and hexachlorophene in a smooth, light powder base.

**Stride display material**

STRIDE is ready to display in an attractive 6-pack carton. Give your stock extra support with the showcard and crowner—they're both designed for big impact in a small amount of your space.

**Stride prices**

Trade - - - - 2/2d, excluding purchase tax
Retail - - - - 3/9d, including purchase tax

**THE BRITISH DRUG HOUSES LTD. LONDON N.1**

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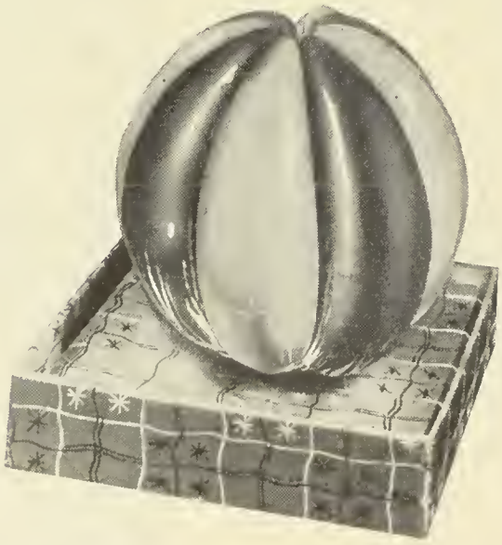
BY APPOINTMENT TO HER MAJESTY THE QUEEN TOILET SOAP MAKERS

Bronnley

BY APPOINTMENT TO HER MAJESTY QUEEN ELIZABETH THE QUEEN MOTHER TOILET SOAP MAKERS



KALEIDOSOAP

This ingenious and unusual pack of eight individual guest tablets in all the colours of the rainbow is typical of the attractive lines being offered by Bronnley to enhance your Christmas displays. Presented in a handsome gold carton it will make instant appeal at the counter.

BRONNLEY · LONDON · W.3

*If your business depends on a quick turnover...*

**make sure the goods are advertised in the Daily Mail**

The right *kind* of advertising can always speed up your turnover. That's why it's so important to ask salesmen this question: "*Is the Daily Mail on the advertising schedule?*"

If it is, you know you're on to a good thing. Because the people you look to for the great bulk of your business, the ones who come in *regularly*, tend to be Daily Mail readers. You may have noticed it yourself.

Daily Mail readers know the advertisements in their newspaper can be taken at face value. Before they ever appear in print they're carefully vetted for accuracy. If a customer is misled, and makes a genuine complaint, the Daily Mail will see that he gets his money back—if necessary by bearing the expense itself. All this in the interest of advertising that can be *believed*.

What's good for your customers is good for you, too. Be sure it's a Daily Mail-advertised product every time.

*YOUR BEST CUSTOMERS READ THE DAILY MAIL*

# THE BIGGEST SHAVER

## and it's Remington

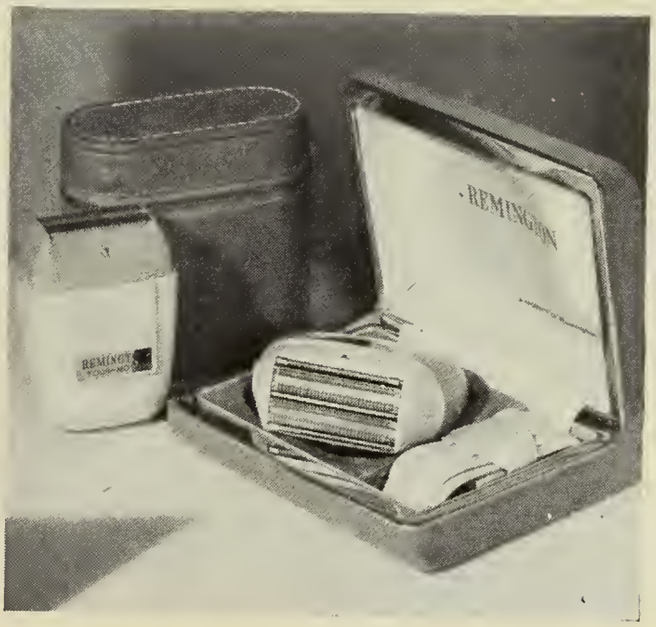
# Immense 4 months T.V. campaign starts Sept 6th

This is something really big — *hundreds* of Super 60 and Four-most commercials between now and Christmas. Long, hard-selling commercials—two or three times a week—at peak viewing hours ON EVERY T.V. STATION IN THE COUNTRY. This campaign is going to mean more business in a BIG way. Quicker, bigger profits for *you* if you link up with REMINGTON now.

# CAMPAIGN OF THEM ALL!

# ... and concentrated National Press Advertising

In addition to this huge T.V. coverage, large spaces in the National Press will help you continuously boost sales of the Super 60 and and Four-most.




## DISPLAY NOW! PROFIT NOW!

Don't miss this greatest-ever chance of increased shaver profits. Feature the REMINGTON range on your counter and in your windows *now* for maximum sales results in your store.

# The new vitamin story

## every woman will read

In order to further the increasing demand for DIETIN balanced vitamin and mineral capsules, Trevena Ltd., are promoting a strong new advertising campaign directed at the countless women on slimming diets.

Object of the campaign is to point out the vital need for supplementing slimming diets with DIETIN, thereby ensuring a balanced intake of the vitamins and minerals necessary for maintaining normally healthy vitality and wellbeing.

It is a sound and ethical idea backed by some solid common sense which every woman will appreciate. Mass-circulation women's weekly and monthly magazines will carry the compelling new DIETIN story from the end of September.

The new theme " She didn't just slim—she took DIETIN too ! " is supported by a special reduced price offer to help you with your sampling and to direct repeat sales to your shop. This story is also being enthusiastically taken up by women editresses in their magazines.

Attractive show cards and other point-of-sale material reiterating the same message are freely available.

**KEEP THOSE STOCKS WELL DISPLAYED !**

And if you haven't been supplied with DIETIN yet then it will pay you to meet a lively demand by stocking up now through your wholesaler or direct from : —

DIETIN

**TREVENA LTD.**

Head Office : MURRAY HOUSE, BARBICAN, LONDON, E.C.4

*Telephone: MONarch 8877 (15 lines)*

# Nursery Novelties for 1958

Combex present five new nursery novelties designed to please and intrigue the children and also fulfil a useful function in the bathroom. Five lines combining ingenuity, good taste and attractive presentation for fast selling.

1 'Baby's Pal' rattle, comb and brush set
2 Tote box (with patented self-locking handle) brush and comb set. Registered design.
3 'Doggy' toothbrush and toothpaste holder. (Regd., design pending).
4 'Hobby-Horse' Toothbrush holder (Boy and Girl design).
5 'Baby in the Bath' floater, soft Vinyl with soap.

Combex
CREATIVE PLASTICS

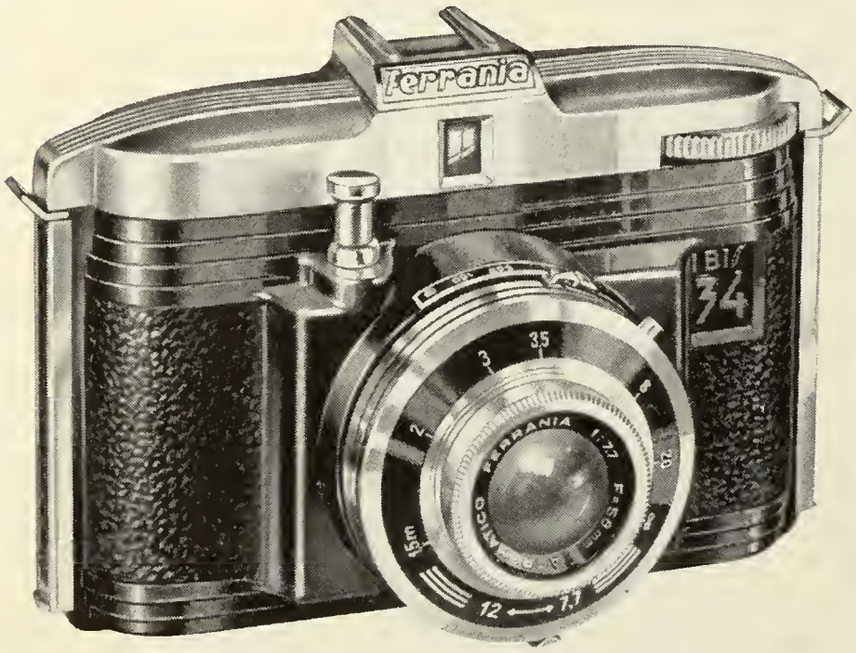
*Wholesale and Export only*

GANTON HOUSE · GANTON STREET · LONDON W.1

# • PHOTO SALES THAT BRING

*Selling cameras and projectors brings more business into your shop-sales of films, processing, slideholders, screens and other accessories. Display these lines for bigger photo business.*

# *ferrania* IBIS 34




**• SYNCHRONISED FOR FLASH**

**• 16 PICTURES ON 127 ROLL FILM**

*Ferrania quality is of that exceptionally high standard so rarely found in any product today: the workmanship and finish is unequalled in this price range.*

Designed to meet the requirements of those who cannot afford the costly and often complicated camera but require something better than the cheap box type. Its technical features and performance are comparable, under normal lighting conditions, to many more expensive cameras. Die-cast light alloy body; specially developed Ferrania f/7.7 Achromatic lens with precision focussing. Excellent colour pictures can be obtained by using the synchronised flash indoors, or outdoors, in bright sunlight: shutter speeds are 1/100th, 1/50th and B. Diaphragm gives two different stop settings; double exposure prevention device includes a handy red marker.

**IBIS 34 with Ferrania f/7.7 Achromatic lens .. .. £4 · 7 · 6**
Ever-Ready Case 18/1

DISTRIBUTED by NEBRO

Sole Wholesale Distributors :— **NEVILLE BROWN**

# REPEAT BUSINESS FOR YOU

## Aldislite

**A 2″ x 2″ projector for 35 mm. colour transparencies**

*MADE AND GUARANTEED BY ALDIS*

**ONLY £9 · 18 · 6**

100w lamp (all voltages) **16/6**
Carrying Case **18/6**

The new ALDISLITE is so easy to use. It runs off the mains: simply plug in, place the first slide in position, rotate the lens mount to adjust the focussing, and you see in full colour a large, brilliant picture on the screen. The second slide automatically ejects the first. **The ALDISLITE projects a picture 5 ft. wide at 12 ft. distance. It is fitted with an aspheric condenser, in addition to the standard plano-convex condenser.**

ALDISLITE takes 2″ × 2″ slides and will project either the standard 35 mm. or Bantam size transparencies, in card, metal or plastic holders. **It can be fitted with the latest Airequipt Slide Changer.**

The illustration clearly shows the modern streamlined shape of this new projector. **All-metal construction for great strength and long life,** finished in gleaming cream and red. At the front, below the lens, is the slot through which each slide is automatically ejected as the next one is inserted.

**& CO. LTD.** 77 NEWMAN STREET, LONDON, W.1 Telephone:
Trade Counter 3 BERNERS MEWS. W.1 (rear of bldg.) LANgham 7161 (10 lines)

# Silvikrin Leaf

## SHAMPOO

# STOCKISTS' COMPETITION

*The winning entries selected by the panel of judges on 21st August 1958, are as follows:*

**1ST PRIZE £100**

**W. S. NEWING, Esq., M.P.S.**
**137a Sparrows Herne,**
**Bushey Heath, Herts.**

**2ND PRIZE £50**

**G. T. CURRIE, Esq.,**
**2c Salusbury Road,**
**Kilburn, London, NW6.**

**Consolation Prizes £15 each**

Mr. Ewart, c/o Mansfield Sutton & Dist., Co-op. Soc. Ltd., Pharmacy Dept., Portland Square, *Sutton in Ashfield, Notts.* Mrs. T. Murphy, Ladies Hairdresser, Rainhill Hospital, *Nr. Liverpool, Lancs.* Oswald Vann Esq., Vann's Hairdressing, 1014 Chester Road, Pype Hayes, Erdington, *Birmingham, 24.* A. Turner & Co., Buccleuch Street, *Dumfries.* C. H. Patrick, Esq., Ph.C., M.P.S., The Pharmacy, *Twyford, Berks.* K. V. Taylor, Esq., J. H. Weston & Son, Devonshire Buildings, *Runcorn.* Maureen Rice, Boots the Chemist, 161 High Street, *Burton-on-Trent.* John Bateson, Esq., H. M. Bateson, Ltd., 189 Station Road, *Edgware, Middx.* D. A. Champion, Esq., Birch & Co., (Chemists), Ltd., 111 Church Road, *Upper Norwood, SE19.* W. L. Adlington, Esq., W. J. May, Chemist, 48 George Street, Stranraer, *Wigtownshire.*

**Silvikrin Leaf Shampoo has already proved itself a winner. Stock up and cash in on the growing demand.**

**EXTRA!**

*1st and 2nd prizes were doubled to £200 and £100 because the product was on display.*

**Display pays off—as always!**

County Laboratories Limited, County Building, Honeypot Lane, Stanmore, Middlesex.

# MASSIVE NEW CAMPAIGNS FOR RONSON SHAVERS

**Ronson shavers are all set for a massive, two-phase advertising campaign . . . beginning next month, mounting to a Christmas climax**

Phase 1 is imminent—early October to November. Impelling big spaces in all the large circulation national daily papers, selling the *advantages* of Ronson shaving : the pleasure, the comfort, the sheer modern efficiency of the Ronson.

Phase 2 comes in November - December, selling Ronson shavers as *Christmas gifts.* The pattern : even larger spaces (4 columns wide the full length of the page) in Sunday papers and the provincial press. *Plus* millions of supporting advertisements in the national daily papers (twice a week for the first three weeks of December in every paper). *Plus* a very concentrated 28-day TV campaign—14 separate transmissions from every station at peak times, 15 seconds a time, every time a good hard seller.

**Ronson shavers are all set to sell. So use your windows, display boldly, *cash in.***

RONSON—*makers of the world's greatest lighters and shavers.*

RONSON PRODUCTS LIMITED · LEATHERHEAD · SURREY · TEL: LEATHERHEAD 4444

# They'll be clamouring for *Movie-pakettes*

Here are 8 mm. and 16 mm. (silent) Home Movie Films at a price which will make them popular favourites. Every 8 mm. and 16 mm. projector owner can now afford his own library of professionally produced films.

*Movie-pakettes* sell at . . . . . .

Black and white

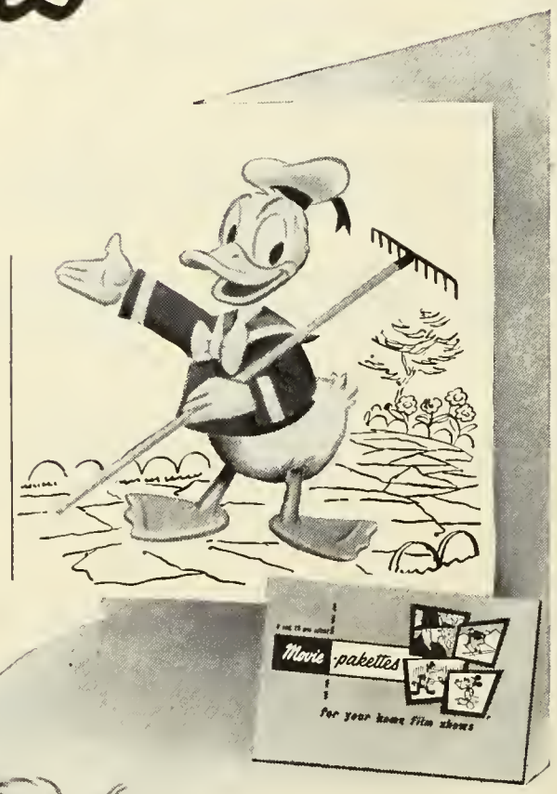
| | |
|---|---|
| 8 mm. (50 ft.) . . . . . | £1. 5. 0d. |
| 16 mm. (100 ft.) . . . . | £2. 0. 0d. |

Walt Disney Cartoons

| | |
|---|---|
| 16 mm. (black and white) . . | £2. 10. 0d. |

Walt Disney *Movie-pakettes* in COLOUR sell at

| | |
|---|---|
| 8 mm. (50 ft.) . . . . | £3. 5. 0d. |
| 16 mm. Silent (100 ft.) . . | £6. 10. 0d. |




You will sell *Movie-pakettes* because

* THERE ARE OVER 70 TITLES TO CHOOSE FROM
* NEW ATTRACTIVE MOVIE-PAKETTE CARTONS
* SPECIAL COUNTER AND WINDOW DISPLAYS
* ILLUSTRATED CATALOGUES FOR YOUR CUSTOMERS

*

*All the popular favourites are included. Abbott and Costello Comedies, Hopalong Cassidy Westerns, Travelogues and Sports Features. And Walt Disney Cartoons in Black-and-White or Colour !*

*A reminder about*

## *Movie-paks*

There's a brand new 1958/9 pocket-size Catalogue of these popular 8 mm. and 16 mm. Home Movies—with over 200 titles including 9 new subjects and 6 more Disney Cartoons.

MAKE SURE YOUR CUSTOMERS KNOW ALL ABOUT MOVIE-PAKETTES AND STOCK UP TO MEET THE RUSH. THEY'LL KEEP COMING BACK FOR MORE

*Send this coupon now to:—*

*Please send me:—*

..... Movie-pakette catalogues.
..... Movie-pak catalogues.
A supply of counter displays and showcards.

NAME .....

ADDRESS .....

.....

.....

CD/6/9/58

**G.B. FILM LIBRARY**

PROPRIETORS: RANK PRECISION INDUSTRIES (B.A.F.) LTD.

1 AINTREE ROAD · PERIVALE · GREENFORD · MIDDLESEX. PERIVALE 7481/9

# We've never blown our trumpet before!

. . . Our sales increased solely by recommendations until **September 2nd,** when our first I.T.V. advertisement reached millions of extra customers!
Our next I.T.V. advertisement is on . . .

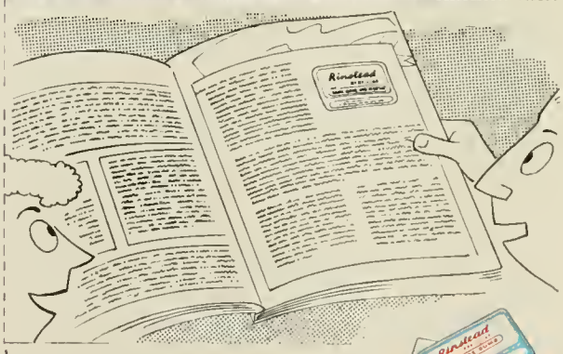
## SEPTEMBER 8TH

. . . when we have a **60 second** participation. This will be followed by spots and magazine mentions throughout the winter months, to an audience of **4,500,000 viewers . . .**

## RINSTEAD

. . . supplemented by **advertising** in the "Reader's Digest" and in National Newspapers throughout the whole of the Autumn and Winter, from September to February.

## PASTILLES



cost 15/- per doz. plus tax—retail at 2/3 per tin

**BONUS OFFER** . . . . on 3 dozen lots 12 charged at 11, i.e. **63% profit** on cost

***Get ready for an increasing demand, they'll remember RINSTEAD . . .***

*Packed in an attractive 12 in. counter display carton . . . .*

## for SORE GUMS & MOUTHS

**WARRICK BROTHERS LTD.,** WARREX LABORATORIES, TILE HILL, COVENTRY Telephone: TILE HILL 66616

B

# 5,515,000

# salesmen* to help you sell

## Barnet Combs

*** Barnet commercials can be seen on over 5,500,000 sets.**

From September 15th to October 11th Barnet combs will be on TV in *all* areas. Make sure your Barnet cabinets are full—show them on your counter—make up to 72% profit on refills or 52% on initial orders.

*Order from your wholesaler now.*

*Manufactured by:*
*(wholesale only)*
**E. R. HOLLOWAY LIMITED**
**BESSEMER ROAD**
**WELWYN GARDEN CITY**
**HERTS.**
*Tel: Welwyn Garden 4444*

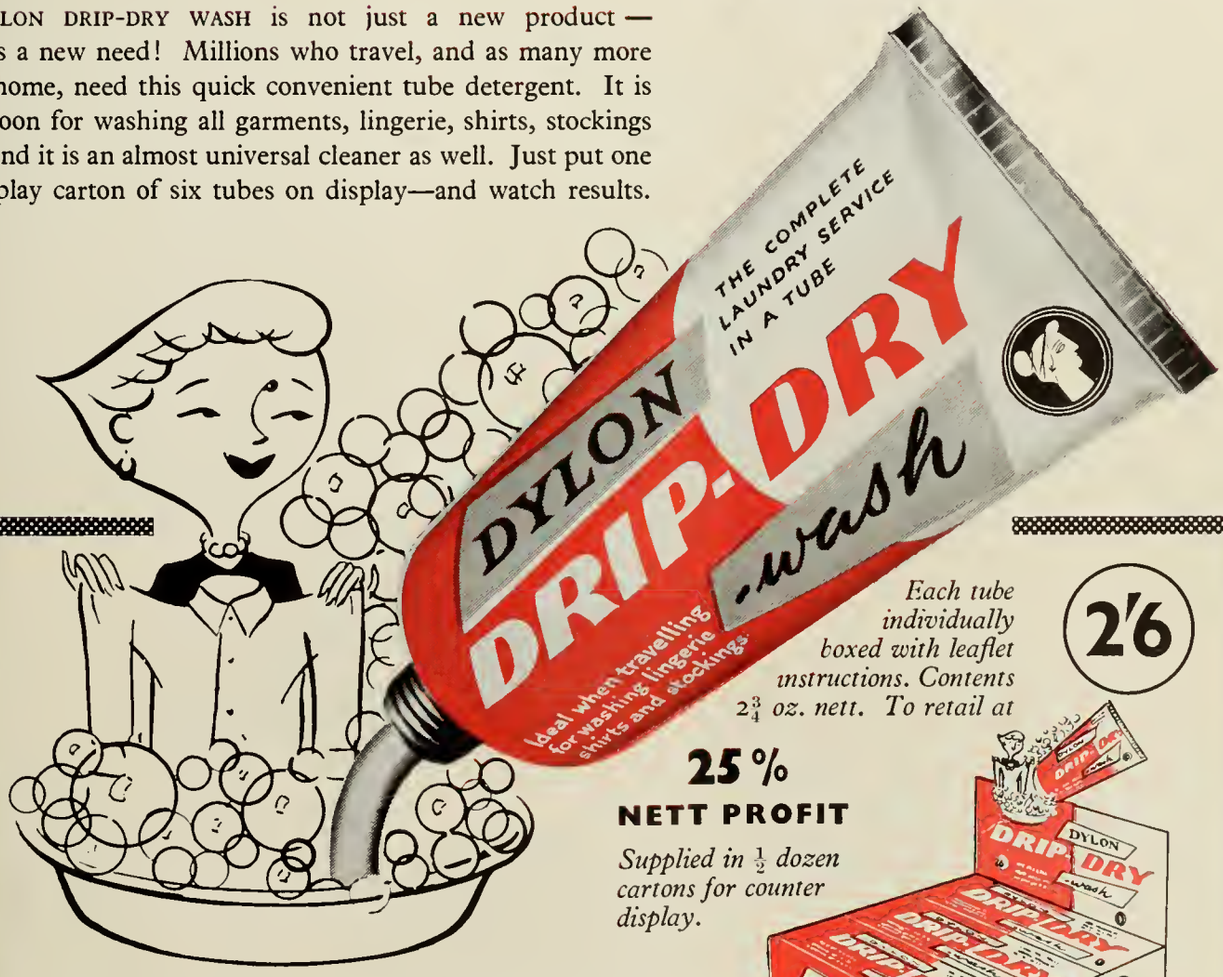
**PROFIT FROM BARNET'S TELEVISION**

THE COMPLETE LAUNDRY SERVICE IN A TUBE . . .

# The new need . . .

# DYLON DRIP-DRY -wash

DYLON DRIP-DRY WASH is not just a new product — it is a new need! Millions who travel, and as many more at home, need this quick convenient tube detergent. It is a boon for washing all garments, lingerie, shirts, stockings —and it is an almost universal cleaner as well. Just put one display carton of six tubes on display—and watch results.




*Each tube individually boxed with leaflet instructions. Contents $2\frac{3}{4}$ oz. nett. To retail at*

**2/6**

**25 %**
**NETT PROFIT**

*Supplied in ½ dozen cartons for counter display.*

Washes all fabrics to perfection, including Nylon, 'Perlon', 'Terylene', Rayon, Orlon, Wool, Silk and Cotton. Also invaluable for cleaning clothes, hats, leatherware, glass and perspex, cars, caravans, and camping gear.

**MAYBORN PRODUCTS LTD.,**
DYLON WORKS, SYDENHAM, LONDON, S.E.26

*Trade Marks Registered*

a dazzling new
"girl in the bath"

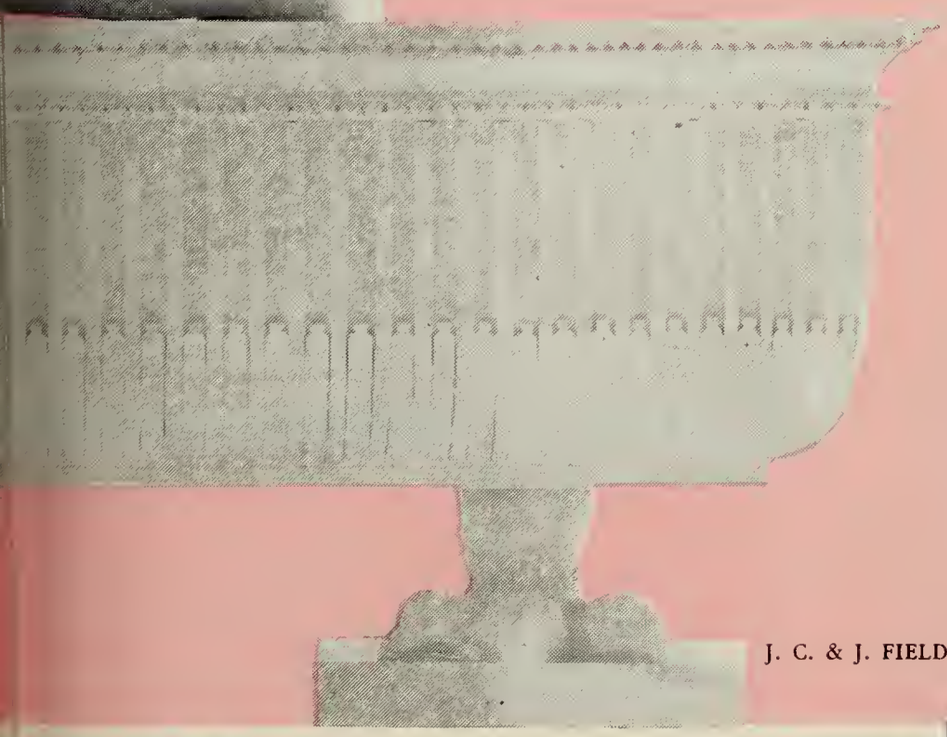
All in French Pink
French Flowers or
French Moss

**Bath Cube** with perfume from Paris. 5½d. Twelve or six in pretty dispiay outers.

**Perfume Stick** with perfume from Paris. 2/9. 12 in attractive display outer.

# will sell Fields French fragrances for you

Full page, full colour advertisements will be appearing from now until Christmas in Woman, Woman's Own, She, Everywoman, Modern Woman, Woman's Realm, Woman's Day and Woman's Illustrated, selling all three Fields French fragrances with perfume from Paris—French Pink, French Moss and French Flowers. Have you ordered enough stock? Are your showcards on display?



**Christmas Stocking**

Eight gay, appealing Fields gift coffrets will boost your Christmas Sales. Make sure of your stock in plenty of time.

*All orders and correspondence to*

J. C. & J. FIELD LTD., P.O. BOX 482, MANCHESTER

Talc with perfume from Paris; blended with special deodorant. 2/9.

Soap with perfume from Paris; pretty individual wrapping. 1/-. In boxes of three.

**Fields**

OF BOND STREET

# Famous Names

for the Christmas trade

Morny
POND'S
GALA
No. 4711.
Miner's
BOURJOIS
Fields
Saville
GROSSMITH
ATKINSONS
Potter & Moore
Cussons
Outdoor Girl
Cullingford of Chelsea
ROBERTS WINDSOR
THERMOS
REGISTERED TRADE MARK

**Sangers stock them all**

SANGERS LIMITED · 258 EUSTON ROAD · LONDON N.W.1. TELEPHONE EUS. 5010
BRANCHES · NEWCASTLE · BRISTOL

# 4th successful year!

## WHITE FIRE PERFUME

Once again Xmas promises to be a bumper season for sales of White Fire perfume — the lovely perfume that won the hearts of women because it won the hearts of men!

## WHITE FIRE ADVERTISING

Full colour advertisements in women's mass-circulation magazines have been steadily building up sales of White Fire throughout the year. These large space advertisements are now appearing in Woman, Woman's Own, Woman's Realm.

## WHITE FIRE XMAS GIFT SETS

Your copy of this year's illustrated folder of Gift Sets should now be in your hands. Order from this exciting range of toilet luxuries now — be ready for another White Fire sales boom this Xmas!

A big seller this Xmas will be the White Fire perfume bubble pack — decorative and easy-to-give, retailing at 5/9

# GROSSMITH

J. GROSSMITH & SON LTD.
41-46 PICCADILLY
LONDON W.1

## The Home of Sulphonamides

*The range includes:*

SULPHAPYRIDINE B.P.C. · SULPHADIAZINE B.P. (MICROMILLED IF REQUIRED)

SULPHAGUANIDINE B.P. · SULPHAMERAZINE B.P. · SULPHATHIAZOLE B.P.C.

SULPHATHIAZOLE B.P.C. MICROMILLED · SUCCINYLSULPHATHIAZOLE B.P. · SULPHANILAMIDE B.P.C.

SULPHADIMIDINE B.P. · SULPHADIMIDINE B.P. MICROMILLED · PHTHALYLSULPHATHIAZOLE B.P.

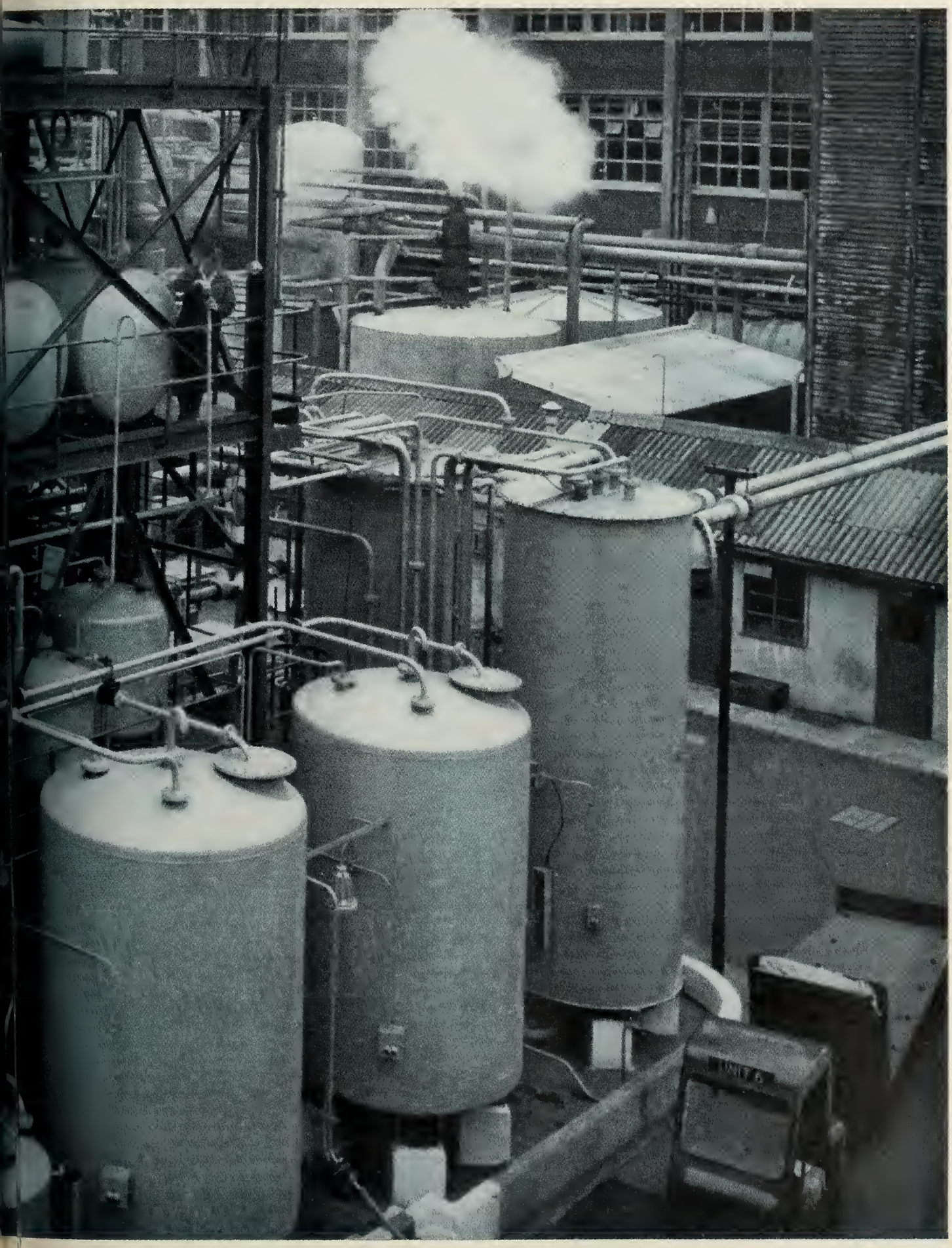
*Detailed information is available on request.*

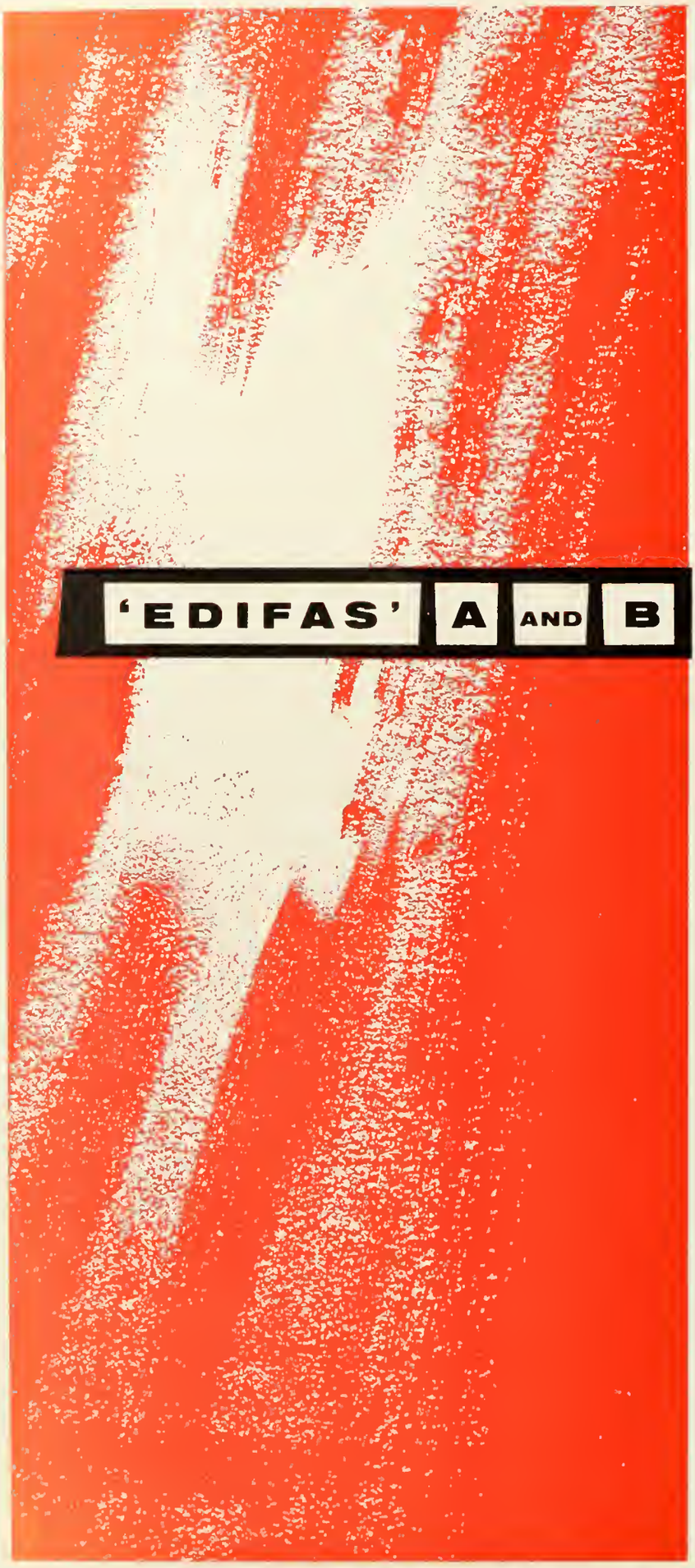
*MANUFACTURED BY*

MAY & BAKER LTD

*Telephone: DOMinion 3040 • Extensions: 317 and 318*

PHA 1215






**the modern excipients**

'Edifas' brands of sodium carboxymethyl cellulose and methyl ethyl cellulose set new standards of efficiency and economy in pharmaceutical dispensing and manufacture as

**emulsifying agents**
**thickening agents**
**stabilising agents**
**suspending agents**
**binding agents**

'Edifas' A and 'Edifas' B are available in powdered or fibrous form.

For further information write to:

**Imperial Chemical Industries Limited, London, S.W.1.**

ICI

NC. 4

# Cotton Wool Dispenser Pack

- ★ Only as much as you need is pulled out at a time.
- ★ Package has tuck-in ends and can be re-sealed.
- ★ Cotton Wool kept clean throughout.
- ★ Elegant design of pack appropriate for lady's dressing table.

MANUFACTURED BY

**E. ILLINGWORTH & CO. (BRADFORD) LTD.**

SHELF MILLS, SHELF,
NR. HALIFAX, YORKSHIRE.

TELEPHONE: BRADFORD 76261/9
TELEGRAMS: "ILLMOND" BRADFORD,

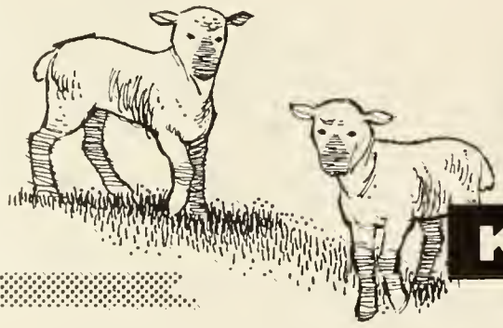
WHOLESALE ONLY

# Calcium Gluconate

Calcium gluconate is widely accepted as the most satisfactory means of administering calcium. Prescribed medically for numerous ailments, including debility, rickets, dental caries, neurasthenia and in pregnancy.

*and in veterinary practice*

Calcium gluconate is also used in the treatment of conditions such as milk fever, eclampsia and lambing sickness. Please write for our new leaflet "Calcium Gluconate in Veterinary Practice" for full details.



Taken by the mouth in tablet or powder form calcium gluconate is well absorbed and practically tasteless. By injection it produces the minimum of reaction. For full details please write for our booklet.

**KEMBALL, BISHOP**

*Chemicals for Industry*

KEMBALL, BISHOP AND COMPANY LIMITED, CROWN CHEMICAL WORKS, THREE MILL LANE, BROMLEY-BY-BOW, LONDON, E.3.

*Telephone:* ADV 1234 (7 lines) *Telegrams:* KEMBALL, BOCHURCH, LONDON.

**wide range**

**penetration**

**sustained power**

## in infections of the THROAT & MOUTH

Phenidex lozenges have an unusually wide range of antibacterial activity, and rapid spreading and penetrating properties. Their effect lasts from 45 minutes to an hour.

They effectively control moderate infection caused by all common throat and mouth pathogens, including the ubiquitous *Candida albicans.*

Phenidex lozenges quickly soothe the inflamed tissues. They are pleasant to take and equally suitable for adults and children.

# PHENIDEX lozenges

*EACH LOZENGE CONTAINS:*

Tyrothricin ..... 0·5 milligrams
Cetyl pyridinium chloride (C.P.C.) 2·5 milligrams
Benzocaine B.P. ..... 5·0 milligrams

*PACKING:* Cartons of 18 lozenges sealed in metal foil. Retail 2/-. Trade 1/4d.

1313/75/1

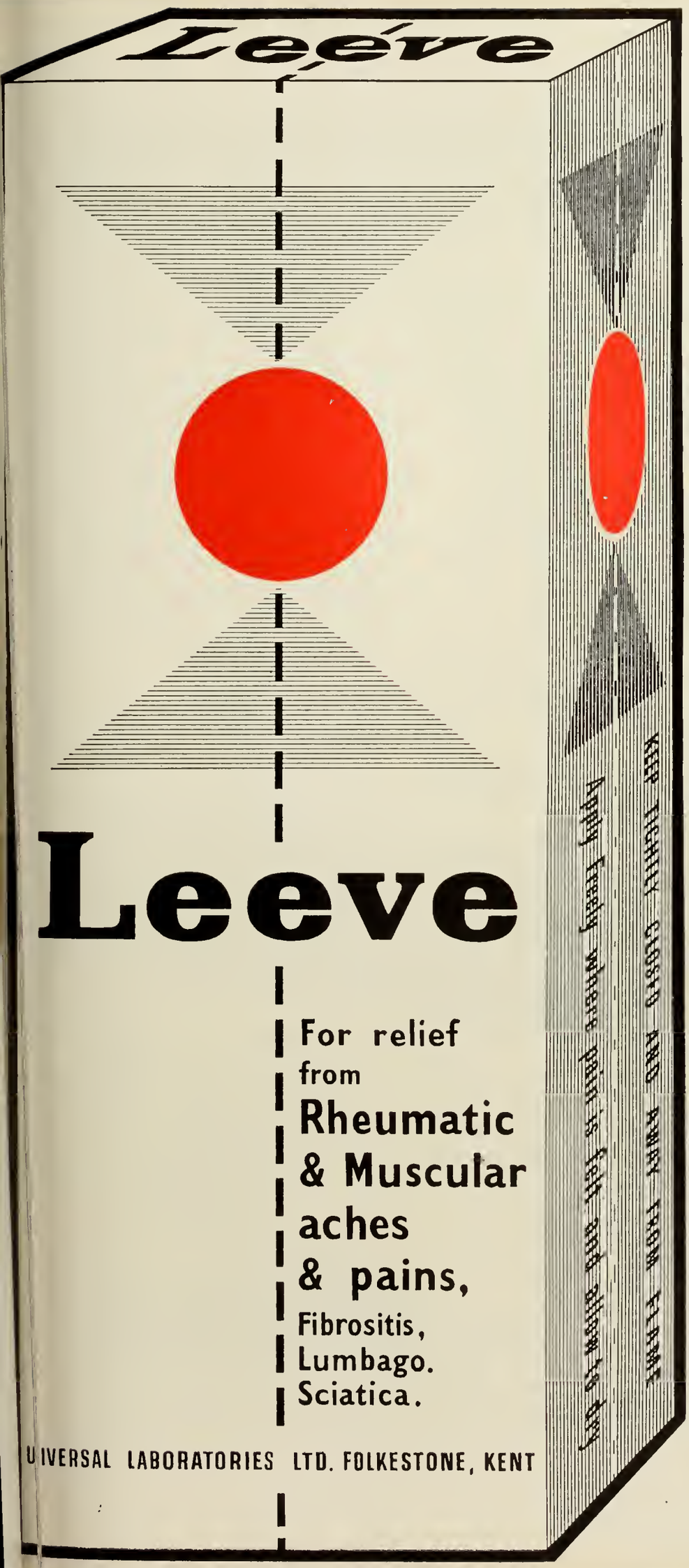
**C. L. BENCARD LTD.** PARK ROYAL, LONDON, N.W.10

# MAKE THE MOST OF

The great Leeve national advertising campaign is starting now. Be sure you have a good stock of Leeve to meet the certain record demand this giant campaign will bring. For you, Leeve means bigger quicker profits. The generous introductory offer shows a cash profit for you of **£3**

**on only 3 dozen Leeve**

This offer applies only to orders received up to September 27th




Retail price: 5/11d. per bottle (inc. P.T.)

Universal Laboratories Limited
137-9 Sandgate Road, Folkestone, Kent

# FEEDRITE

## £2,000 IN VALUABLE PRIZES (AS ADVERTISED)

## COMPETITION

## GET YOUR SHARE OF BIG MONEY PRIZES EXTRA SALES

**FOR YOUR CUSTOMERS**

1st Prize a family car, approx. value £850.

2nd Prize a Hi-Fi Radiogram, approx. value £150.

3rd Prize a branded Washing Machine with Spin Dryer, approx. value £100.

4th Prize a Television set, approx. value £70.

5th Prize an Electric Sewing Machine, approx. value of £50.

6th Prize Voucher for Linen to the value of £25.

And many " Fivers "

**FOR YOU**

TO THE CHEMIST WITH THE WINNING ENTRY, £150 CASH.

,, ,, ASSISTANT (OR ASSISTANTS) £50.

,, ,, CHEMIST WITH 2nd PRIZE £50. AND ASSISTANT £25.

,, ,, CHEMIST WITH 3rd PRIZE £35. AND ASSISTANT £15.

,, ,, CHEMIST WITH 4th PRIZE £25. AND ASSISTANT £10.

,, ,, CHEMIST WITH 5th PRIZE £15. AND ASSISTANT £5.

,, ,, CHEMIST WITH 6th PRIZE £7 10s. AND ASSISTANT £2 10s.

**ONLY YOU CAN SUPPLY THE ENTRY FORMS**

*To the shop from which we receive the most Entry Forms, WINNING or NOT,*

**1st PRIZE £100 2nd PRIZE £50 3rd PRIZE £25**

**NOW AVAILABLE**

**FEEDRITE LTD.** 300 Kingston Rd., Merton Park, London, S.W.20

# Furman

NEW STYLE

Advertising

WILL SEND YOUR PROFITS SOARING

You cannot miss the brilliant new FURMAN advertising in the National Women's magazines **(commencing with Woman & Woman's Own — September).** Your customers won't either ! See how quickly you'll sell :—

**Pride Egg and Lemon Cream shampoo retailing at 3/9 — 3 sachets 10½.**

**Pride Hair Lacquer retailing at 3/9.**

**Pride Scalp Milk retailing at 3/3.**

*Note how your customers appreciate fabulous Furman quality with amazing Furman economy !*

***Display material is available on request.***

**B. N. FURMAN [Productions] LTD.** 133 FONTHILL ROAD, LONDON, N.4

---

# Repair Service OF ELECTRIC BLANKETS

Denhams' factories have unmatched experience in repair and overhaul for the trade of **ELECTRIC BLANKETS & PADS** of all makes, British & Foreign.

LARGEST AND LONGEST ESTABLISHED

**RAPID 5 DAYS' SERVICE**

Nationally known for thoroughly reliable and inexpensive repairs. Free estimates on request.

Service Department :—

**DENHAMS (NCH) LIMITED**

ST. GEORGE'S WORKS, ALL SAINTS ROAD, LONDON, W.3

★ NORVIC LOW-VOLTAGE BLANKETS WERE SELECTED FOR USE BY THE TRANS-ANTARCTIC EXPEDITION

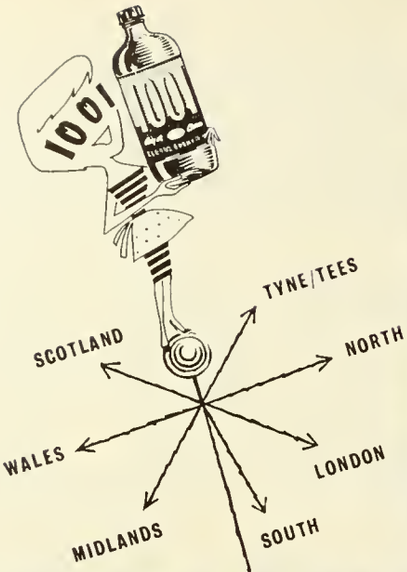
**MAKERS OF**

**Norvic AND CORONA**

**ELECTRIC BLANKETS**

**USED THE WORLD OVER**


C




NE

PROVED

IMPROVED

1001 DEMONSTRATED

CONTINUOUSLY

FROM EVERY TV STATION

TELEVISION
-continuously!

PRESS
-continuously!

DISPLAY
-continuously!

FLASH-IN-THE-PAN CAMPAIGNS—however big—*never* bring you the REPEAT BUSINESS you must have. NEW 1001—*approved* big-seller, is improved in quality and gives the 'new look' that really means business.

T.V. DEMONSTRATIONS made *continuously* in 6½ million homes are selling *your* customers on NEW 1001.

PRESS ANNOUNCEMENTS *continuously* appearing in over 6 million magazines are backing-up this BIG T.V. CAMPAIGN.

NEW DISPLAY MATERIAL, outstandingly different banners, showcards, crowners, cut-outs, etc., in brilliant colour, are ready to sell 1001 over *your* counter.

AND ALL THIS PLUS . . . a new *full-time* campaign on the London Underground—and now colour films in the cinemas.

★ *Do not wait until your* 1001 *representative calls.* Write your order now direct to:

P.C. PRODUCTS LTD. · UNION STREET LONDON, S.E.

**A NEW BETTER LABEL FOR A NEW BETTER PRODUCT!**

NEW blue-and-red labels — on 2/6, 3/6 and 5/- bottles—'lift' 1001 packaging into the top sales-making bracket. A good product, well packed—

# DISPLAY IT, IT SELLS

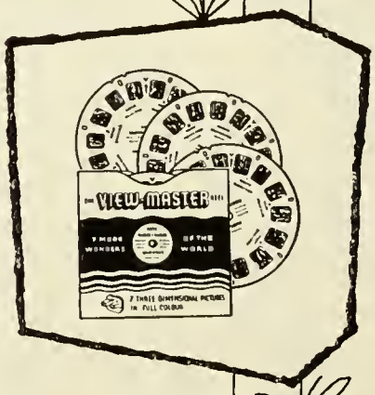
ndh 11524

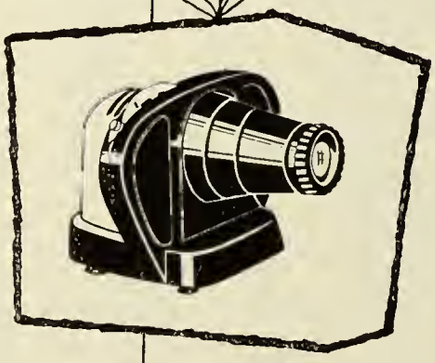
# VIEW-MASTER®

## has a gift for making everybody happy

—INCLUDING THE STOCKIST!

So stock plenty of profit-piling View-Master products . . . and display them prominently for greater-than-ever Christmas sales. If you haven't already ordered, better hurry. Don't forget your customers will be *asking* for View-Master!



There are over 400 wonderful subjects—adventure, travel, films—in the View-Master full colour 3-D reels. To view them in 3-D your customers will want the top-selling View-Master viewer . . . and, of course, the last word in View-Master fun for everybody, and especially the children, is the Junior Projector for brilliant two-dimensional showings of View-Master reels.

*Send for our catalogue and terms of business. Delivery 3 to 4 days from receipt of order. Showcards, etc., available at no cost. Dealer-aid scheme for advertising at your local cinema.*

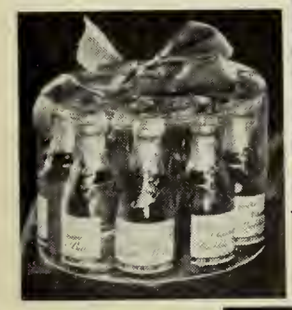
**VIEW-MASTER (England) LTD., 16-19 Eastcastle Street, W.1. Tel: MUSeum 9861/2/3**

# Sorella will send your profits bubbling upwards this Christmas!

★ Stock up now with Sorella bath-time luxuries so perfect as gifts!

Sorella Champagne Bubble Bath—liquid bubble bath in exciting, novelty Champagne bottle, retails at 6/- — other sizes 1/10d., 9/-, 16/9d.

Sorella Boutique — 4 miniature bottles of Champagne Bubble Bath, retails at 7/9d. ▶



◀ 9 miniature bottles of Sorella Champagne Bubble Bath in attractive transparent pack, tied with red satin bow–retails at 21/-.

Special Display Pack, with 24 Sorella Bubble Bath miniatures—retails at 1/10d. each. ▶

Jean Sorelle Swan Novelty—fragrant egg-shaped bath salts tablets in a charming gift pack — retails at 4/11d. ▼

Novel Christmas Lantern—contains delicately perfumed egg-shaped bath salts tablets by Jean Sorelle–retails at 4/11d. ▶

The above are typical examples from our fine range of Christmas gifts.
Please write now for our illustrated price list
*Order from your wholesaler or direct from:*
**JEAN SORELLE LIMITED, 22 TURLE ROAD, LONDON, N.4**
Telephone: ARChway 2771 Telegrams: Promella, Finspark, London

PRESSWORK, TINS, CANISTERS
DECORATED METAL BOXES
CONTAINERS OF ALL KINDS
DRUMS AND KEGS

# MODERN PACKAGES LIMITED

PHŒNIX WORKS UXBRIDGE 8535-6-7-8

# TUSSOLA *for* TROUBLESOME COUGHS

## A FIRST CLASS LINE

Sales of Tussola have increased considerably through recommendation. This cough preparation has for its basis a mixture of treacle, honey and liquorice with squill, peppermint and aniseed, etc., and a small dose of Pholcodine.

Pholcodine is considered to have all the advantages of morphine in the suppression of unproductive cough without its disadvantages. In its favour are its low toxicity and its lack of influence on bowel movement and tone; it is non-constipating and is well tolerated by children. It is also more active than Codeine, less toxic and has fewer reactions.

**PRICES**

| | Trade | Purchase Tax | Retail including P.T. |
|---|---|---|---|
| 4 oz. Bottle | **20/-** doz. | **6/-** doz. | **3/-** each |
| 8 oz. Bottle | **31/-** doz. | **9/3** doz. | **5/-** each |

Bonus and Crowner available

A PRODUCT OF *Cuxson, Gerrard & Co. Ltd.* OLDBURY, BIRMINGHAM

---

*Start your own* **Scentinel** *Hygiene Dept*
*It MAKES Sales*

This striking display stand is making regular, profitable sales of Scentinel products all over the country. Scentinel products are widely and CONTINUOUSLY advertised. Send in coupon for details of free offer.

*Some of the "New Hygiene" winners.*

**"QUIFF"** Fragrant air freshener spray. Aerosol 5/6, Squeeze bottle 3/6, Refills 1/6.

**"WHAM"** Fragrant fly spray and insecticide. Aerosol 5/6, Squeeze bottle 3/6, Refills 1/6.

**"SWISH"** Toilet bowl cleanser. Big seller at 1/6 complete. Refills 9d.

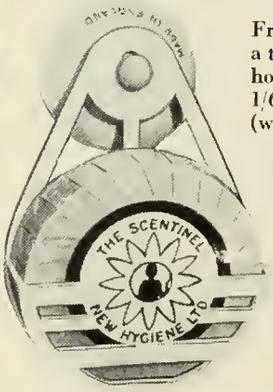
**"MIKE"** Air freshener in plastic holder. Complete 2/9, Refills 9d. and 1/3.

*—and here's the*

## *Scentinel Sensation of the Season*

**The "MINOR"**

Fragrant chemical block in attractive unbreakable holder, with suction grip. 1/6 complete. Refills 9d. (will fit any small container).



PLEASE SEND DETAILS OF YOUR DISPLAY STAND OFFER

NAME .....

ADDRESS .....

**NEW HYGIENE LTD., 266-268 HOLLOWAY ROAD, LONDON, N.7**

*Telephone : NORth 5041-2-3* *Telegrams : AIROGENA-HOLWAY*

Here's why you'll be selling MORE

Sunbeam

THIS CHRISTMAS THAN EVER BEFORE!

**NEW Silver Glide Shavemaster**

*with super-close pre-shave lotion*

Model XCPL, complete with Sunbeam Super-close pre-shave lotion, in black morocco presentation case. Jet black, Surf white, Cadet grey, Burgundy, Ranch tan, or Saddle brown. AC/DC 210/250v.
Also dual voltage model XCPR with resistor for AC/DC 100/140v. and 190/250v.

**Silver Glide Shavemaster**

*in stand-type case*

Model X6. Also in the full range of colours. Case in clear and black plastic. For AC/DC 210/250v.

**Lady Sunbeam Shavemaster**

The modern aid to feminine daintiness. Pink, blue or turquoise, in attractive presentation box. AC only, 230/250v.

**NEW Sunbeam Super-close Pre-shave Lotion**

For use with Sunbeam and *all* dryshavers. Sets up the beard for closer shaving, leaves skin cool and refreshed. In handy display cartons.

**POWERFUL, COLOURFUL ADVERTISING**

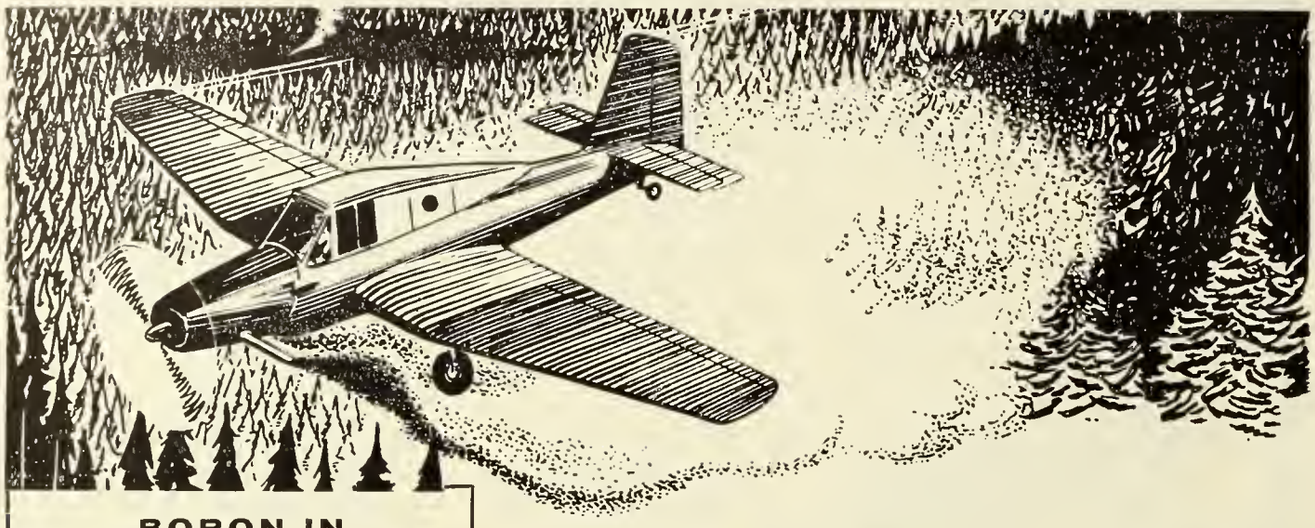
Between now and Christmas, millions will see these perfect gifts through colour advertisements in the influential national magazines. STOCK NOW—TO ENSURE YOUR SHARE OF SALES.

Sunbeam

*the best electric appliances made.*

Sunbeam Electric Ltd., Nerston, East Kilbride, Glasgow.

MORE IDEAS BEGIN WITH BORON



**BORON IN PHARMACEUTICALS**

*In the pharmaceutical industry, boric acid has long been acknowledged as one of the safest and gentlest antiseptics available, and is used in many modern talc preparations. In ointments, dressings, eye lotions and similar products, boric acid maintains and extends its traditional place on the pharmacist's shelf.*

20 MULE TEAM *Registered Trademark*

## Stopping a disaster in its tracks

Restricting the spread of forest fires by aerial techniques has become increasingly important, especially where the use of ground equipment is impracticable. Boron compounds applied from the air isolate spot fires and form chemical firebreaks for the control of established fires. Fire fighting is just one of a wide variety of applications which are being discovered for Boron and its compounds. In nuclear research, rocket fuels and in established fields of industry and pharmacy, the varied properties of Boron and its compounds give rise to many new possibilities. *For further information on Boron and its compounds, write to:*

**BORAX CONSOLIDATED LIMITED**

BORAX HOUSE · CARLISLE PLACE · LONDON SWI · TEL: VIC 9070

TGA BX 134D

IT'S NEW! IT'S DIFFERENT!

# G.B.

DOUBLE CONCENTRATED

**GRAPE JUICE & BLACKCURRANT**

DELIVERY MID/END SEPTEMBER
LONDON & HOME COUNTIES ONLY

36% NATURAL FRUIT
GLUCOSE 12,000 MGS. PER FLUID OZ.
VITAMIN C 20 MGS. PER FLUID OZ.

*All orders received up to 30th November, 1958 carry credit note of 1 bottle per dozen*
PLUS USUAL DISCOUNTS OR QUANTITY ALLOWANCE TERMS

TRADE PRICE *33/6 per dozen*
RETAIL PRICE *3/6 per 13 oz. Bottle*

**THIS IS YOUR AUTUMN, CHRISTMAS & WINTER LINE. ORDER NOW!**

Display Material sent with all Opening Orders.

SOLO ORCHARDS LTD · TOTTERIDGE LANE · LONDON · N.20

# Deltacortril is prescribed by name more often than any other brand of prednisolone

That is why Deltacortril simplifies your stock problem. When you stock Deltacortril you can fill most of your brand-name prescriptions and all prescriptions which simply call for "prednisolone".

Tablets of 1 mg. Deltacortril in bottles of 100 and 500. Scored tablets of 5 mg. Deltacortril in bottles of 20, 100, 500 and 1,000.

## ARE YOUR PRESENT STOCKS ADEQUATE?

176700

it's

# Deltacortril*

brand of prednisolone

## the most widely used brand of prednisolone

**PFIZER PHARMACEUTICALS**

*Manufactured at Sandwich*

*Processed at Folkestone, Kent*

* Trade Mark

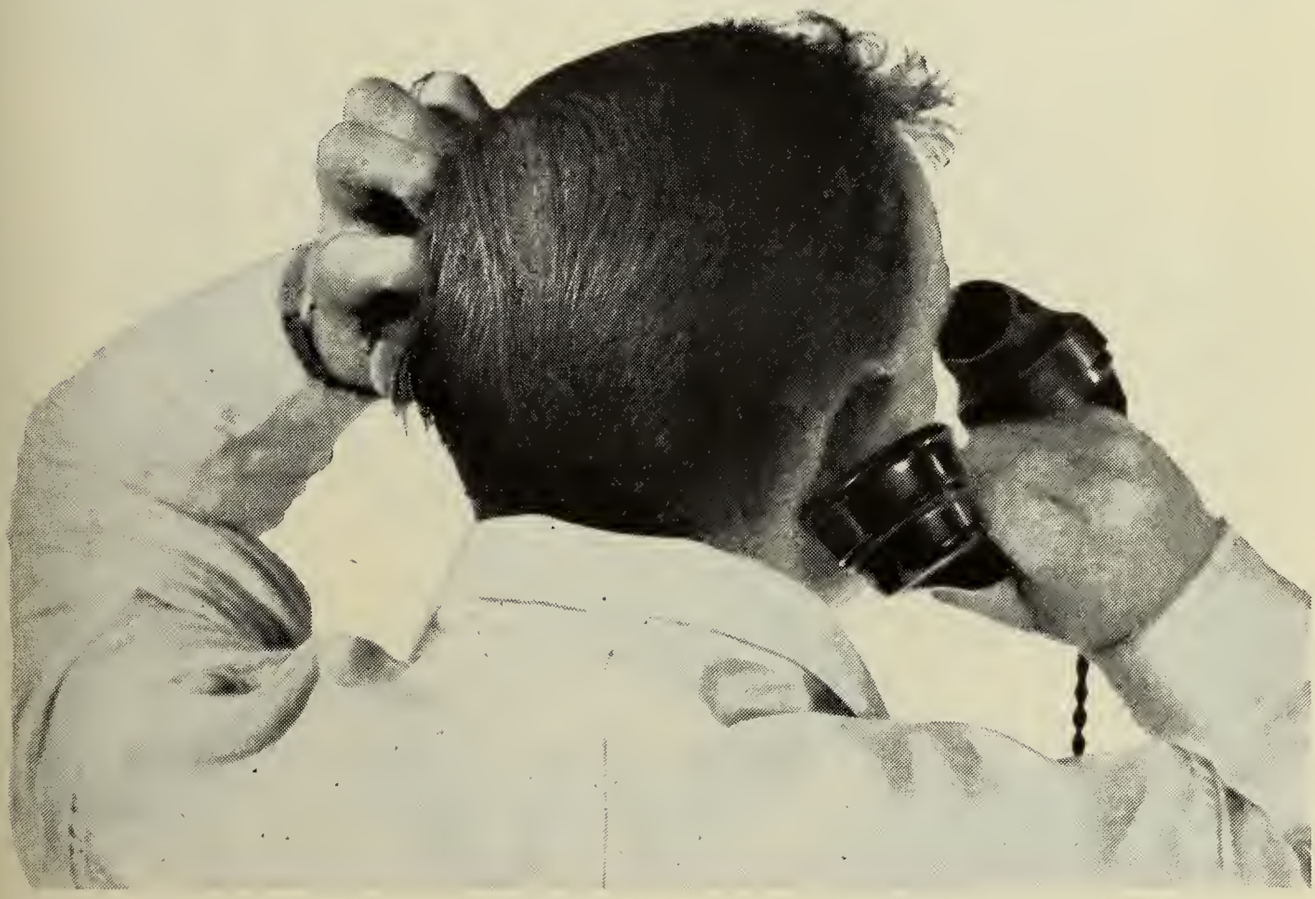
**LAUGHTON & SONS LTD.**
FORMERLY
**JARRETT RAINSFORD & LAUGHTON LTD · BIRMINGHAM 14 · ENGLAND**
LONDON: 100 DEAN ST. W.1. (GERRARD 3473) · MANCHESTER: 11A, HIGH ST. 4. (BLACKFRIARS 8401) · GLASGOW: 60, ST ENOCH'S SQ. (CEN. 1231)

**And Ted,**

Send me an extra ten gross of the soap.

And quick! It's on TV again on Friday.

I don't want to be caught out this time.



**ASSOCIATED-REDIFFUSION**

**boosts sales to over 5 million Londoners 5 days a week**

Television House, Kingsway, London WC2. Tel: HOLborn 7888

*Here it is!* THE SENSATIONAL

# ADWEL

ADDING/LISTING MACHINE

*The famous Adwel*

*"Minor A"*

**£29·10s**

Available at these prices in Great Britain only. Irish Agents specially appointed by the Adwel Company.

*The Lowest Priced Machine in the world*

✳ Other models also available with subtraction and overdrive capacity up to £999,999-19-11¾d. Electrical or Manual Operation—Sterling or decimal.

OBTAINABLE FROM OFFICE EQUIPMENT ESTABLISHMENTS EVERYWHERE

ADWEL

**ADWEL ADDING MACHINES LTD.**

Administrative Offices: 20, Pall Mall, London, S.W.1

TEL: TRA 2203/4.

**Post Coupon Today — *POST IT NOW***

TO ADWEL ADDING MACHINES LTD., 20, PALL MALL, LONDON, S.W.1

City Sales & Service Depot:
40/41, Furnival Street, London, E.C.4. Tel.: CHA. 2264

Please rush without obligation full details of all Adwel Adding Machine

NAME .....

ADDRESS .....

.....

C.D.

# Vaseline*

# HAND CREAM

## SPECIAL RE-STOCKING OFFER

MINIMUM QUANTITY 3 DOZEN

**SPECIAL PRICE 9/11D DOZ.**

* Available on any quantity of 3 dozen or more ordered direct from Chesebrough-Pond's Ltd., Victoria Road, London, N.W.10.
* Increase your profit to 79% on cost (less tax).
* This offer is open for a limited period only.

# ORDER NOW

**RETAIL PRICE 2/1d (inc. tax)**

*REGISTERED TRADE MARK

4438

# Now!

# Amami Wave Set in Sachets

## *T.V. LAUNCH—SEPTEMBER 14*

Amami, the top-selling Wave Set, now in a sachet! T.V. in all areas will give the news starting September 14. The sachet contains more than enough for an average hair-set—so it's cleverly designed to be self-sealing for re-use. At 7d., this Amami winner will sell on a record scale. *Order plenty now.*

**TO SELL AT 7D.**

**TRADE TERMS: Standard Wholesale Price 3/7d. per dozen, plus Purchase Tax.**
Usual Display Terms apply.

**Amami**
**Wave Set**
**AND CONDITIONER**

COUNTY LABORATORIES LIMITED, *Honeypot Lane, Stanmore, Middlesex. Telephone: WORdsworth* 4321.

# AMPOULES

of
**INJECTION SOLUTIONS**

*Price List on application*

**A FULL RANGE IN ALL SIZES MANUFACTURED BY**

## RICHARD DANIEL & SON LTD

MANSFIELD ROAD, DERBY TEL: 40671 (8 lines)

*Also at* ***ASHTON-UNDER-LYNE.*** *TEL: 2816 (6 Lines)*

---

**HALO** REGD. **TANGO** REGD.

*The World's Finest*

# *HAIR NETS*

**DAY NETS · SETTING NETS**
**SLUMBER NETS · BUN NETS**

**HALO N.65**
Fine nylon nets, each in printed envelope, 1 gross in Display Box.

*Samples on Application*

**TANGO**
**Silk No. 118.S Nylon No. 1815**
Packed 4 doz. on *Round Cards* or singly in attractive envelopes, 1 gross in *Display Box.*

**HALO H.2**
Fancy border slumber nets in single envelopes, 3 doz. in Display Box. In brown and pastel shades.

*Nationally advertised through the year*

*Made by*

**BYARD MANUFACTURING CO. LTD. WOOLPACK LANE, NOTTINGHAM**

Announcing

**an outstanding development in the prophylaxis and treatment of infections of the mouth and throat**

# Strepsils

**ANTISEPTIC LOZENGES**

**a unique new formulation containing DYBENAL— a powerful new antiseptic developed in the research laboratories of Boots Pure Drug Co. Ltd.**

The announcement of STREPSILS antiseptic lozenges marks a step forward in the treatment of mouth and throat infections. In laboratory tests STREPSILS have been found to be bactericidal to most of the common pathogenic organisms within **one minute.**
STREPSILS are a unique formulation. Besides containing the new compound Dybenal they are prepared with a special aromatic base which soothes the irritated mucous membranes and is slow to dissolve. STREPSILS contain no antibiotics or local anaesthetics, and are ideal for both children and adults.

*Laboratory and clinical investigations have demonstrated that* STREPSILS *possess the following unique properties:*

**VERY WIDE RANGE OF ACTIVITY · RAPID BACTERICIDAL ACTION**
**PROLONGED EFFECT · SOOTHING · NON-TOXIC**
**NON-SENSITISING · ECONOMICAL**

Each lozenge contains 1.2 mg. of Dybenal and 0.6 mg. of amyl-*meta*-cresol
STREPSILS are supplied in vacuum tins, each containing 24 individually-wrapped lozenges. The Retail price is 2/6 per tin.

STREPSILS *are a product of the research department.*
*Available from your usual Wholesaler or from Wholesale Division of*

**Boots Pure Drug Company Limited, Station Street, Nottingham**

*Telephone: Nottingham 45501 or 71, Fleet St., EC4. Telephone Fleet St. 0111.*

# Otto of loveliness

a compliment to good taste .... a homage to beauty ... a thrilling gift ... the essence of luxury

# Otto of Roses Otto of Jasmin

## two new fragrances by ROBERTS WINDSOR

Otto is another spelling of the Persian 'attar' meaning 'essence'. It meant only the essence of roses; today it is applied to perfumes, too.

Soap 1/8, Bath Soap 3/2, Six Bath Cubes 3/6, Talc 3/6, Bath Dusting Powder with puff 9/6. Now available at all good stores and chemists.

*By appointment to Her Majesty Queen Elizabeth II* *By appointment to Her Majesty Queen Elizabeth the Queen Mother*

*Toilet Soap Makers*

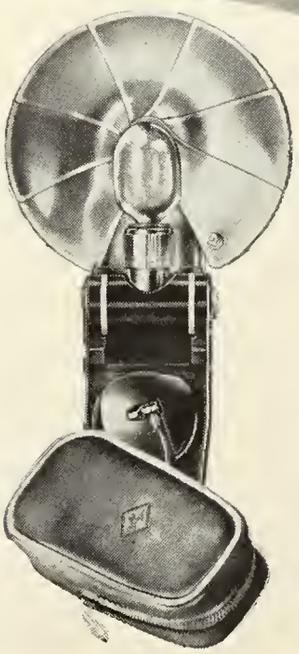
*ROBERTS WINDSOR SOAP COMPANY, WINDSOR*

This striking advertisement is now bringing the lovely NEW Otto of Flowers Range by ROBERTS WINDSOR to millions of women's magazine readers. Are you adequately stocked? An attractive show stand is available.

Agfa

for peak performance!

for PEAK PROFITS!

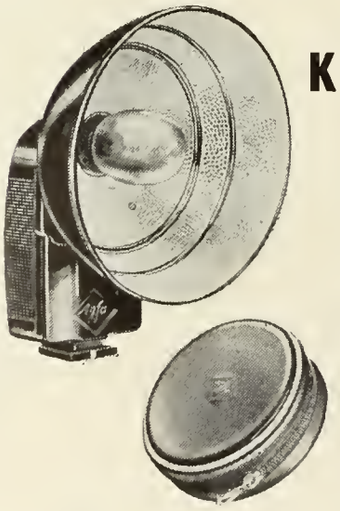


# AGFALUX

## FLASH EQUIPMENT

***READY FOR USE AT A MOMENT'S NOTICE !***

Compact, pocket size, completely reliable. Folding to a handy $4\frac{1}{4}''$ x $2\frac{1}{4}''$ x $1\frac{1}{2}''$, the Agfalux capacitor flashgun for capless bulbs is fitted with collapsible fan-out reflector and ejector bulb holder. Flash leads fit all 3mm plugs and the unit works off a standard $22\frac{1}{2}$ volt hearing aid battery. Special zip-fastener case fits on to camera case sling. **£3.19.9** *including the special zip carrying case.*



## KM FLASHGUN

There's always a ready sale for the Agfa KM—the smallest capacitor flashgun ever made! Though small in size, its performance delights every flash enthusiast. Designed for capless flash bulbs, the KM brings Agfa simplicity and convenience to the exciting field of flash photography. A unique clip-on reflector ensures an even illumination and maximum light utilisation.

**£2. 1. 8**
*including special zip case*

## KL FLASHGUN

An extremely popular capacitor flashgun which has won a reputation amongst flash photography enthusiasts for top performance. This reputation is reflected in steady sales and increasing popularity. A highly polished step reflector gives maximum light output and all-over illumination. For capless flash bulbs.

**£2. 19. 5**
*including special zip case*

Straight holding arm for attaching flashgun to cameras without accessory shoes: **10/2d**

**AGFA LIMITED** · 27 REGENT ST · LONDON · SW1 REGENT 8581/4

**Registered Trade Mark of the Manufacturers, Agfa A.G , Leverkusen/Germany*

Agfa puts the cash into FLASH!

SENSATIONAL NEW

# CUTEX PEARL POLISH

# GOLD and ORANGE GOLD!

## HARD SELLING ADVERTISING

will tell women about Cutex 'GOLD'—glittering, rich, softened by the translucent shimmer of pearl. Cutex 'ORANGE GOLD'—warm, lustrous, with a satin gleam.

And for women who want the *silver* look—recommend the glinting, silvery White Pearl.

## AT A PRICE THAT SELLS FOR YOU!

**4/3 RETAIL**

The fabulous new 'golden' look—a proved success in America—now here to give the same forceful boost to sales! Already British women are 'gold conscious'. The minute they know Cutex gives them this new glamour *at no extra cost* they'll insist on buying! They'll insist on 'GOLD' and 'ORANGE GOLD'—for these two new polishes have all the fascination of a new product plus the high glamour appeal of gold—*at a down-to-earth price.* A price that sells *for* you!

## ORDER THEM · DISPLAY THEM

Once women see them, see the price—they'll buy!

J. C. GAMBLES LIMITED, 209-215 BLACKFRIARS ROAD, LONDON, S.E.1

**it** will be Christmas very soon—once again the demand **is** increasing at Combex. Don't leave your orders until **later** prepare your Christmas stock now, rather **than** waiting until the very last minute. So if **you** wish to avoid disappointment take stock and **think** about ordering your Christmas lines.

Combex
CREATIVE PLASTICS

*Wholesale and Export only*

GANTON HOUSE · GANTON STREET · LONDON · W1

Velouty de DIXOR
POWDER CREAM

Velouty is immensely popular because it performs a special task in the art of achieving complexion beauty. This excellent preparation can be a source of good business to you.

*Shades*
IVORY NATURAL PEACH SUNGOLD
OCHRE APRICOT *and* RACHEL
TUBES No. 2 No. 3
TRADE 7/6 doz. 12/3 doz. RETAIL 1/4 ea. 2/2 ea.
JARS : TRADE 17/2 doz. RETAIL 3/- ea.

Velpuff
CREAM
POWDER COMPACT

Velpuff is a perfect creamy base, with the softest, finest powder. Ready to be smoothed on with its own puff, it stays matt for hours.

LUXURY CASE WITH MIRROR
Retail 5/11 each
WHOLESALE 33/6 per doz.
4 SHADES
FASCINATION (Natural)
ENCHANTMENT (Rachel)
MYSTIC TOUCH (Peach)
IRRESISTIBLE (Brunette)
Also No. 1 Size (Metal Case)
Retail 3/4
Wholesale 18/8 doz.

DIXOR Limited
ST. LEONARD'S RD
MORTLAKE
LONDON, S.W. 14

**"SKYLON" POLYTHENE HOT WATER BOTTLES**

A **P.A.T.A.** LINE

FIBRENYLE LIMITED
157 DUKES ROAD
WESTERN AVENUE, LONDON, W.3
ACORN 5073-4

**Illustration above shows the range of colours in which the new "SKYLON" polythene hot water bottles are being made. Light in weight, no parts to perish—a line specially produced for Chemists sales only.**

**"SKYLON COMFORT"**

Packed in polythene bags with attractive "Sales-Appeal" design showing, in silhouette, a Teenager in shortie and alternatively, Father in his nightshirt and cap, they are, with their bright colours a sure selling line for young and old. Ask your Wholesaler to show you the bottles in their printed wrapper and stock up for Winter and Christmas Sales now!

JACW/HB/1

# "...for Gill's I say thank you— it's marvellous!"

"Willsdale"
Waterdells Lane
St. Ippollitts
Hitchin, Herts

March 16th 1957

Dear Sir,

I believe praise, where it's due, gives encouragement, and for 'Gill's' I say "thank-you - it's marvellous!"

After only the first treatment my scalp and hair showed marked improvement, now after only four shampoos the dandruff is completely cleared up. I'm simply delighted with the results. I've tried other brands that stated dandruff and shampoo treatment, with no results.

'Gill's' is a must in the future for me.

Use these few words of thanks as you will.

Sincerely,

(Signed) Helen Pringle (Mrs.)

IT'S gratifying to receive a letter like this, but it's by no means unusual. The post is always bringing us enthusiastic tributes to Gill's Dandruff Remover Shampoo Thousands of testimonials acclaim Gill's as the most effective treatment for *all kinds of dandruff*—powdery, caked or greasy—for adults and children alike. The public praise Gill's, want Gill's, *demand* Gill's. Keep a good stock — it's a highly profitable line !

**Gill's DANDRUFF REMOVER *shampoo***

Retail size bottle 2/9d.
—wholesale 18/4d. per dozen
Attractive point-of-sale material available.

**Free Sample**

**Write on your business notepaper for generous FREE SAMPLE BOTTLE of GILL'S — the original Dandruff Remover Shampoo.**

*Manufactured by :*
**BEAUTISALES LTD., 35 Old Bond St., London, W.1.** HYDe Park 2565-6
*Eire Agents :* **MUR-RA LTD., 10b FISHAMBLE STREET, DUBLIN, EIRE.**
*Also made and distributed by* **EUGENE-GALLIA—Paris and Barcelona.**

# This baby means business!

There are 3,108,000 of them
and **all** their mums will want

# OLITA Dinkie-Doo baby wear

These soft plastic slipovers save the clumsiest feeders from spoiling their clothes. Every mother will want them because:- they're waterproof; hard wearing; clean easily; keep their shape; slip easily on and off; give full protection; look appealing.

4 variations available with or without sleeves and full width catch-all pouch at tray level.

Order up NOW, for sales are sure to be good—sure as babies are messy feeders.

Available through the Wholesale Trade or for Export.

oliver's TRADE MARK
EST. 1878

**WILLIAM OLIVER'S (RUBBER) LTD.,**
**Blackhorse Lane, London, E.17**
Telephone: LARKSWOOD 8811
*Makers of Baby Pants, Cot Sheets, and "Olitoyes".*

# WASHED and STERILISED SERVICE for

# MEDICAL BOTTLES

## READY FOR IMMEDIATE USE

Washed and sterilised in accordance with approved medical practice, these White Flint Bottles are available from stock ready for use in non-returnable divisioned cartons. The service covers 1-oz. to 20-oz. capacities in the three types illustrated.

| | |
|---|---|
| **BOW PANELS** | External Screw Thread, plain, fitted White Korkalite Caps. |
| **MEDICAL FLATS** | External Screw Thread, plain, fitted White Enamelled Aluminium Caps or White Korkalite Caps. |
| **MEDICAL FLATS** Cork Mouth* plain | protected with metal foil to ensure clean and sterile interiors suitable for all medicines. |

*Also available graduated in tablespoons in size 6-oz. to 16-oz. only.

U.G.B. has given this unexcelled service for more than 30 years and represents a substantial time-saver for busy Chemists, Hospitals, etc. U.G.B. will be pleased to give advice on any bottle problems you may have.

UGB
USE GOOD BOTTLES

**UNITED GLASS BOTTLE MANUFACTURERS LTD**

8 LEICESTER STREET · LONDON · WC2

Phone: Gerrard 8611 (23 lines) Grams: Unglaboman · Lesquare · London

# SEAMLESS GELATINE CAPSULES

. . . by the most modern encapsulating technique

*The Mark . .* b•p *of Quality*

Uniformity, accuracy & brilliant appearance

Capsules to Customers' specifications

**B. & P. LABORATORIES LTD.**

*Manufacturers of* **Seamless** *Gelatine Capsules*

9 PACKINGTON ROAD, ACTON, LONDON, W.3
*Tel: ACOrn 6771*
Head Office:—ROYAL LONDON HOUSE, FINSBURY SQ., LONDON, E.C.2. *Tel: MET. 0414/9*

*Samples and literature on request*

**WARFARIN**
READY MIXED BAIT

***and Warfarin Concentrate***

Especially prepared for the Chemist's trade—**'OWN NAME'** printing on any quantities

**BONUS OFFER** of **13** to the dozen operates from September 1st to December 31st

*Write for full details and sample label to:—*

**BATTLE HAYWARD & BOWER LTD**

Victoria Chemical Works, Lincoln

*Telephone: Lincoln 20612 • Telegrams: Shears, Lincoln*

# The new Spa range is out today

## -with something for everybody and PROFIT for you!

It's here! The brilliant 1958 range of Spa Gift Lines. And what a range it is! Brushes and Brush Sets for every occasion, to suit every member of the family. All gaily packed in attractive, eye-catching gift boxes. There's a wide range of colours to choose from, including plenty of bright 'contemporary' shades. Retail prices vary from 5/11 to 1 guinea.

**See what we mean?** Here are two from the new Spa range. A Bath Brush and Nail Brush set—sparkling plastic handles filled with high quality nylon. 'Parisienne' a lovely dressing table set of matching hairbrush, mirror and comb.

ORDER NOW! These new Spa lines are bound to be best sellers. Spa gives your customers wonderful value . . . builds up big profits for you. It's going to be worth your while to get the whole 1958 range of Spa Gift Sets on your counter right away.

**SPA BRUSHES LTD. FREEMAN WORKS • CHESHAM • BUCKS** *Telephone: Chesham 371*

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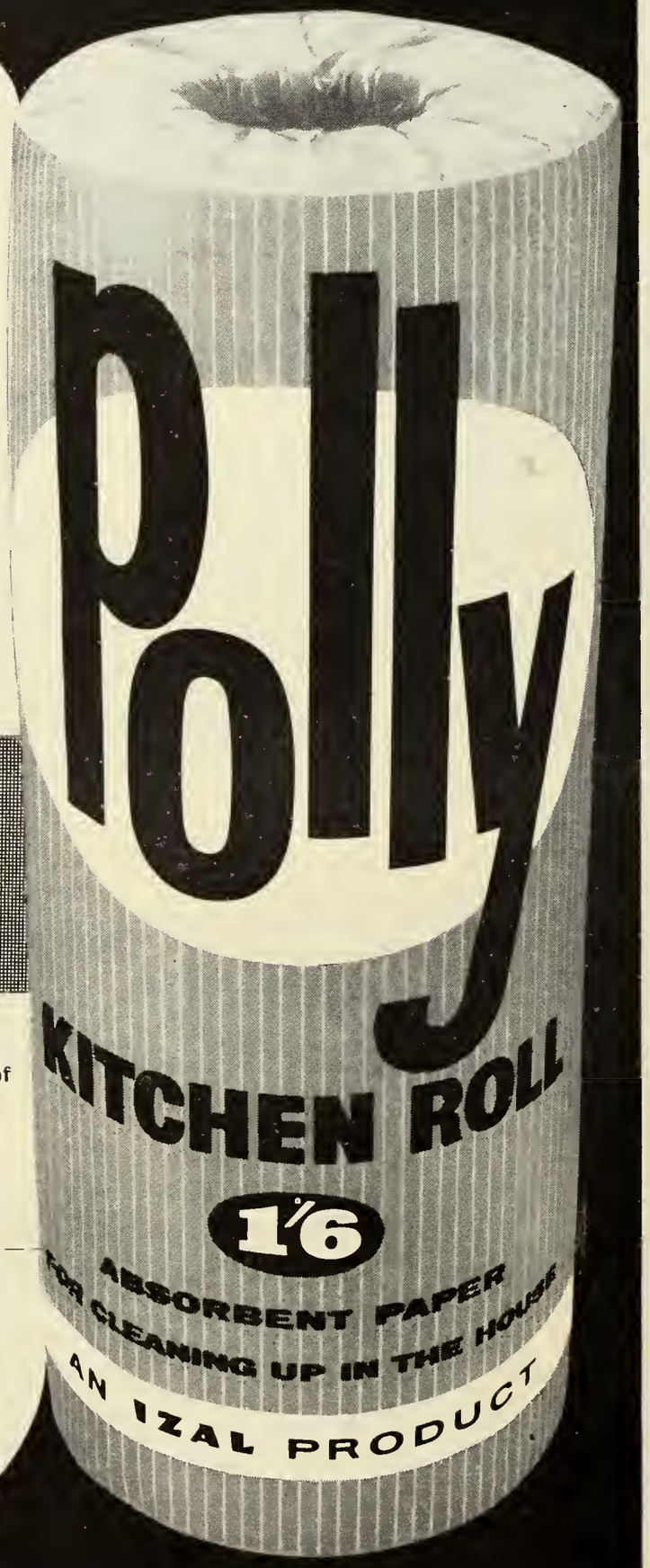
*Now's the time to check your stocks of*




**You have two dates with new customers—**

**1** Week ending September 6th on **TELEVISION**

**2** Mid-August for the September issues of **MAGAZINES**

Be prepared for that vital first sale that makes a new customer *yours!*

**CHECK YOUR DISPLAY PLANS—**

- Have you enough material?
- There's plenty for the asking—FREE
- And there's a FREE OFFER too!

*Window displays, counter cards and crowners are the final link in the advertising chain that brings new customers to you for the Polly Kitchen Roll!*

# TV—Diuromil—& Rheumatism

**nation-wide DIUROMIL T.V. campaign STARTING NOW**

**LONDON, MIDLANDS AND NORTHERN NETWORKS, SCOTTISH REGION & WALES (SEPT. 1958—MARCH 1959)**

DIUROMIL TV advertising is a hard selling, intensive, convincing series on the relief and treatment of Rheumatic Pain. It is designed specially for product recognition on *your* counter. Display DIUROMIL prominently. Customers will look for the blue DIUROMIL carton with the red seal. Stock up and sell.

- **117 Separate Commercials**
- **reaching 7,000,000 homes**
- **18,000,000 adult viewers**

*Be in the SALES picture—*

# Diuromil

*on T.V. NOW!*

Back up the TV message—there's **worth-while profit on every sale!**

*Display material available from:—*

**PHARMAX LTD., WESTERN HOUSE, GRAVEL HILL, BEXLEYHEATH, KENT**



# THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland*

Volume 170 September 6, 1958 No. 4098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PUBLISHED BY
MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2

*Telephone:* Central 6565
*Telegrams:* Chemicus, Estrand, London

Branch Offices:
WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood.
GLASGOW: 160 Nether Auldhouse Road, S.3. *Phone: Langside* 2679.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone: Leeds* 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £2 10s. Single copies one shilling each.

# When people think of soap...

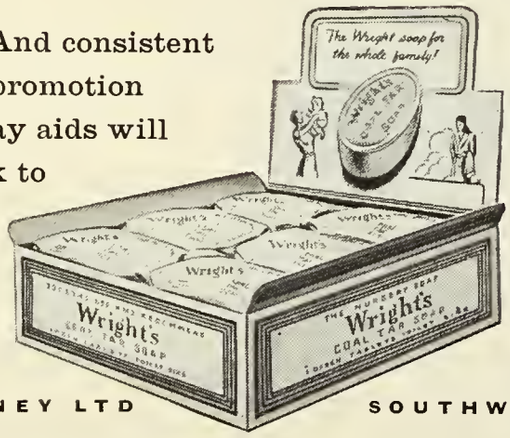
## especially Housewives, Nurses and Doctors, they think of...

# WRIGHT'S

## COAL TAR SOAP

Everyone goes for it. And consistent advertising, powerful promotion and point-of-sale display aids will keep them coming back to your door for more.

The Golden Tablet in Bath and Toilet sizes




Ever-increasing popularity makes WRIGHT'S

**YOUR BEST SELF-SELLER**

WRIGHT LAYMAN & UMNEY LTD SOUTHWARK · LONDON · S.E.1

# Serpasil

*( Reserpine B.P.)*

**ANTIHYPERTENSIVE**

GRADUAL AND SUSTAINED REDUCTION OF BLOOD PRESSURE

SYNERGISTIC EFFECT WITH OTHER ANTIHYPERTENSIVES

MODERATE SLOWING OF HEART-RATE · CALMING EFFECT

*Tablets of 0.1 mg. in bottles of 25 (2/-), 100 (5/9d.) and 500 (26/-) and tablets of 0.25 mg. in bottles of 25 (3/9d.), 100 (12/9d.) and 500 (60/-). Subject to a discount of 33⅓% to retail pharmacists. Elixir, Tablets of 1 mg. and 4 mg. and Ampoules of 1 mg. and 2.5 mg. are also available.*

C I B A

*'Serpasil' is a registered trade mark. Reg. user*

CIBA LABORATORIES LIMITED, HORSHAM, SUSSEX

*Telephone: Horsham 4321* *Telegrams: Cibalabs, Horsham*

8/6

The CHEMIST AND DRUGGIST

Volume 170 SEPTEMBER 6, 1958 No. 4098

# British Approved Names

## SUPPLEMENTARY LIST ISSUED

THE following supplementary list of approved names has been issued by the British Pharmacopœia Commission :—

| Approved Name | Other Names |
|---|---|
| Ambazone | 1:4-Benzoquinone amidinohydrazine thiosemicarbazone hydrate |
| | Inversal |
| Beclamide | *N* - Benzyl - $\beta$ - chloropropionamide; Nydrane |
| Benztropine | 3-Diphenylmethoxytropane |
| | Cogentine is the methanesulphonate |
| Bisacodyl | Di-(*p*-acetoxyphenyl)-2-pyridylmethane; Dulcolax |
| Chlorphenesin | 3-*p*-Chlorophenoxypropane-1:2-diol |
| Clemizole | 1-*p*-Chlorobenzyl-2-pyrrolidinomethyl-benzimidazole |
| | Allercur is the hydrochloride |
| Clemizole Penicillin | Benzylpenicillin combined with 1-*p*-chlorobenzyl-2-pyrrolidinomethylbenzimidazole; Megacillin; Neopenyl |
| Deanol | 2-Dimethylaminoethanol |
| | Atrol is the bitartrate |
| Dimethisterone | 6$\alpha$:21-Dimethylethisterone |
| | Secrosteron |
| Ethoheptazine | Ethyl(±)-1-methyl-4-phenylazacyclo*heptane*-4-carboxylate; Zactane |
| Framycetin | An antibiotic derived from *Streptomyces decaris*; Soframycin is the sulphate |
| Furazolidone | 3-(5-Nitrofurfurylidene-amino)oxazolidin 2-one; Furoxone |
| Inproquone | 2 : 5-Bisethyleneimino-3:6-dipropoxy-1:4-benzoquinone |
| Pempidine | 1:2:2:6:6-Pentamethylpiperidine; Perolysen is the hydrogen tartrate; Tenormal is the hydrogen tartrate |
| Phytomenadione | 2-Methyl-3-phytyl-1:4-naphthaquinone; Vitamin $K_1$; Konakion; Mephyton |
| Piprinhydrinate | Diphenylpyraline salt of 8-chlorotheophylline 4-Diphenylmethoxy-1-methylpiperidine salt of 8-chlorotheophylline; Kolton; Mepedyl |
| Sulphaethidole | 5-*p*-Aminobenzenesulphonamido-2-ethyl-1:3:4-thiadiazole; Sethadil |
| Sulphathiourea | *p*-Aminobenzenesulphonylthiourea; Badional |
| Trimethidinium Methosulphate | (+)-3-(3-Dimethylaminopropyl)-1:8:8-trimethyl-3-aza*bicyclo* [3 : 2 : 1] octane di(methyl methosulphate; Camphidonium |

## Diplomas in Chemistry

### NEW SCHEME FOR HIGHER AWARDS

A NEW scheme for the award of higher national diplomas in chemistry and in applied chemistry has been arranged by the Ministry of Education and the Royal Institute of Chemistry. The diplomas will be awarded on the successful completion of approved two-year full-time or three-year sandwich courses. Rules 100 (1949) have been revised to include the new scheme. Students who have completed full-time education up to the age of eighteen years are considered as suitable candidates for the courses. Others who have received part-time instruction and completed two years in regular employment may also qualify. Mathematics, physics and chemistry are the main subjects with an advanced level equivalent to a university degree. English, though not an official subject, is of importance. Practical utility is emphasised for example by the necessity of students being trained in referring to technical papers. The applied aspects of the training refers to the following special industrial chemical spheres: Textile processing, leather manufacture, petrochemicals, coal processing, as well as rubber, plastics, paper, paint and varnish production.

## Key Industry Duty

### AN EXEMPTION WITHDRAWN

THE safeguarding of Industries (Exemption) (No. 5) (Amendment) Order, 1958 (S.I., 1958, No. 1411) which comes into operation on September 3, terminates the temporary exemption from Key Industry Duty of imports of dimethylamine.

## Purchase Tax Exemption

### AEROSOL DISPENSING PACKS

THE Commissioners of Customs and Excise have reviewed the position in relation to the dispensing pack scheme for exemption from purchase tax of "official" drugs and medicines supplied in aerosol containers. In order to meet cases where aerosol packs cannot qualify for exemption as Class A or Class B packs the Commissioners are prepared to approve them as Class C packs. Under that arrangement the aerosol container must be the "inner container" and the remaining conditions as set out in Notice 78B must also be satisfied. Manufacturers wish-

**A PRIZE IN THE SHOW: The mother of one of the winners in a baby competition at the staff garden party of Cow & Gate, Ltd., held recently is presented with a prize by Mrs. Ernest Taylor (wife of the chairman of the company).**

ing to avail themselves of that facility should submit their packs for approval to their local officer of Customs and Excise.

## Dispensing Doctors

MONTHLY PRICING OF PRESCRIPTIONS

THE Minister of Health, after consulting with the British Medical Association, has agreed to revise the arrangements for the payments to dispensing doctors for drugs and appliances which they have supplied to patients. The new arrangements, which began on October 1, cover the monthly surrender, pricing and payment of prescriptions and also enable Executive Councils to authorise, after consultation with their Local Medical Committees, advance payments of dispensing capitation fees. The Minister considers that such payments should not exceed one-third of the sum due for the quarter. Claims for special payment in respect of drugs and prescribed appliances for prolonged treatment are to be submitted quarterly as at present. Payment for drugs supplied by prescribing doctors will continue to be made quarterly.

## Atom Conference

FIFTEEN BRITISH FILMS

FIFTEEN British films, with commentaries in various languages, are being shown in Geneva during the international conference on the peaceful uses of atomic energy. Many aspects of atomic research and development in the United Kingdom are detailed, with particular emphasis on the advances that have been made since the previous conference in 1955. In the scientific exhibition at the Palais des Nations, the organisers have been provided with fourteen films including two showing protection methods for those who have to work in special laboratories and another showing a medical use of radioactive isotopes developed in the Churchill Hospital, Oxford. Others being shown include "Pituitary Implantation with AU198," "Personnel Protection in a Toxic Area," and "Radioisotopes in Industry."

## SIGN OF A PHARMACIST

Set on the edge of the pavement outside the pharmacy of G. T. Dack, M.P.S., 85 Haverstock Hill, Hampstead, London, N.W.3, the gas lamp shown has blue glass roundels set in panels of red glass. One side reads: "H. E. Wooster, M.P.S., pharmacist"; on another are the words "Idris Royal Mineral Waters."

## Retail Sales

BOARD OF TRADE STATISTICS

RECENTLY issued Board of Trade figures show that sales of chemists' goods by independent retailers were 5·4 per cent. higher in June than in May but 2 per cent. lower than in June 1957. Large retailers' sales were 1·6 per cent. higher in June than in May but 2·7 per cent. lower than in June 1957. Sales by Co-operative societies were 2·7 per cent. higher in June than in May and 0·6 per cent. higher than in June 1957. N.H.S. receipts are disregarded.

# *IRISH NEWS*

THE NORTH

## Health Board

A CIRCULAR TO DOCTORS

THE Northern Ireland General Health Services Board, which met in Belfast on August 27, approved a recommendation of its medical advisory committee to issue to all doctors on the Board's list a circular on Drinamyl. The committee had agreed on such action after considering the opinion of the Board's finance and general purposes committee that a further warning ought to be issued about the effects of that preparation. The finance committee had stated: "It appears from the cases that continue to come to the Board's notice that the habit-forming qualities of this drug are not sufficiently appreciated." At the meeting on August 27 details were also submitted of prescription checks carried out in respect of four partnerships at which notional allocation payments were under review. The medical advisory committee of the Board was not satisfied that the requirements of the terms of service had been fulfilled, and the Board agreed to seek observations from the partnerships concerned.

## Council Election

CLOSING DATE FOR NOMINATIONS

SEVEN members of the Council of the Pharmaceutical Society of Northern Ireland, due to retire this year, are offering themselves for re-election. They are Messrs. G. E. McIlhagger, W. C. Tate, S. E. Campbell, J. Kerr, A. Templeton, H. G. Campbell, and R. M. Watson (registered druggists' representative). Nominations must reach the secretary of the Society, 73 University Street, Belfast, by noon on September 15.

# *OVERSEAS NEWS*

CZECHOSLOVAKIA

### Private Practice Banned

UNDER a decree issued recently by the Czechoslovak Government, private practice by doctors and dentists is being generally forbidden throughout that country from January 1, 1959. Only university professors, leading specialists, and retired or invalid doctors already in practice will be allowed to continue. Those allowed to have private practices are not to be allowed to issue certificates of illness for patients, and any medicines or treatments prescribed by them are not to be paid for under the State health-insurance scheme.

UNITED STATES

### Continuous Fermentation

DR. Philipp Gerhardt (associate professor of bacteriology, Michigan University) and his colleagues claim to have developed a continuous production system for antibiotics, whereby fermentation never ceases and the antibiotic is constantly separated and collected. That contrasts with the usual systems where each batch of the mould is grown to maturity in a suitable medium and harvested; then the whole process is repeated. It is claimed that the new method, which has been tried out with penicillin and chloramphenicol, could speed production 500 per cent.

WEST GERMANY

### Shortage of Hospitals

FINANCIAL difficulties is, in some cases, closing hospitals in West Germany and in others restricting normal hospital facilities, states a report from West Germany. Bavaria, the largest of the ten States, has a total of 526 hospitals but operating theatres are absent in 198, there are no laboratory facilities in 146, and no *x*-ray equipment in seventy-one. Infectious diseases departments in 431 are said to be out-of-date. In 1958 three hospitals were closed, one sold and another faces a mounting deficit which is already over £6,000. Hesse State has thirty-nine hospitals which showed a total deficit equivalent to almost £1½ millions in 1957. War damage repairs have not been completed and improvisations proved inadequate.

SOUTH AFRICA

### Bantu Hospitals Planned

THE Cape Provincial Administration is planning to build two large hospitals in native Bantu territories of the Province. One will be at Kingwilliamstown and the other at Umtata. Dr. Otto du Plessis (administrator), who made the announcement recently, explained that the Administration had in the past subsidised religious organisations in the territories. They, in turn, had run the hospitals. The time had now come for the Administration itself to build the hospitals.

### New Educational Standards

THE Pharmaceutical Society of South Africa is planning to raise the standards of education required for entrants into pharmacy. At present the standard is Matriculation, but it is

hoped that eventually a one-year period at a university shall precede pharmaceutical training and the qualification raised to the standard of a Bachelor degree in pharmacy.

### Control of Business Names

THE South African Parliament is considering a measure, the Business Names Bill, with three main provisions. They are to prohibit the use of any word, abbreviation or initial which may suggest that the concern enjoys the patronage of any foreign government, the Union government or the United Nations; to permit the registrar of companies to reject names that might deceive or mislead the public or cause annoyance or offence; and to prescribe the particulars that must be disclosed on any trade circular, catalogue, business letter, order for goods, invoice or account. Under the Bill those particulars must include the name, title or description of the business, its address, the names of its directors and, where applicable, their former names and nationality.

## *NEWS IN BRIEF*

THE Institute of Packaging has removed to premises at 50 Poland Street, London, W.1.

A NATIONAL industrial safety campaign on the theme "handling goods" is being held from September 28 to October 3, 1959.

AFTER 274 visits on inspection under the Shops Act the West Suffolk chief inspector reports that in no case was it found that excessive hours were being worked by young persons, but the lack of statutory notices was a frequent fault. He also reveals that of a total of 8,794 weights, measures and weighing machines examined, 383 were found to be incorrect. The errors on most of the equipment were small and the owners promptly had their apparatus repaired.

## *SPORT*

**Golf.**—EDINBURGH CHEMISTS' GOLF CLUB, at Barnton club, recently. *A. E. Mason prize*, H. Campbell (18), 75. *No. 1 section*, 1, W. S. Thomson, 9; 2, A. M. Dinwoodie, 13; 3, J. H. H. Groat (10), 75. *No. 2 section*, J. F. Robertson (22), 76. *Scratch prize*, A. E. Graham, 82. *Club championship*, C. F. Ireland beat R. S. Mathison.

## BRANCH EVENTS

HORSHAM AND CRAWLEY

### Motor Treasure Hunt

HORSHAM and Crawley Branch of the National Pharmaceutical Union recently held its summer social meeting which, for the second year in succession, took the form of a car treasure hunt. Arranged by Messrs. E. Ibbotson and D. Norie, the course covered about thirty miles of attractive Sussex countryside. Despite the weather, forty-eight members and friends participated in ten cars, the winners being Mr. and Mrs. I. G. Craig. Sealed directions bearing the inscription: "To be opened if you consider yourself lost at 4.30 p.m." were provided, but Mr. Ibbotson's rhyming clues proved solvable by all competitors and rendered all the envelopes unnecessary.

# TOPICAL REFLECTIONS

By Xrayser

## *Canine Behaviour*

Having produced alarm and despondency for its readers in its desire to extract the maximum of sensation from the "disclosures" of the Public Accounts Committee, it is a little disappointing to learn from your editorial (p. 217) that the Press appears to have lost interest in the subject. Under the best of conditions it would have been difficult to modify the bad impression created by the manner of publication. The damage was too extensive and too deep. Under the conditions which have obtained, it is impossible to rectify. Watchdogs may be uncertain, for the whole trouble started with the P.A.C., who are regarded as the watchdogs of the public purse. They accepted their bone and gnawed it bare. The watchdogs of public opinion are not so ravenous. They gobble the succulent parts and move on to a fresh bone, burying the old one in a garden of obscurity of their own making. And no matter how one asks, they appear to have a distaste for allowing other people to pick it with them. There is nothing more popular than a Press attack on the wanton waste of the Health Service, whether the information is correctly interpreted or not. It is evident from Mr. Noble's quotation from a Treasury minute of 1957 that their Lordships were compelled—reluctantly—to recognise that their inquiries into the cost structure could not succeed without the co-operation of the chemists. That such co-operation, so freely given, has been so grossly abused is nothing less than deplorable. I cannot see my way to "co-operating" again in supplying information which is to be used to make me—and my colleagues—the subject of ill-informed and publicly-damaging criticism. Until such time as the most binding assurances are given, the negotiating committees might do worse than keep in mind that Government inquiries "cannot succeed in their purpose without the co-operation of the chemists."

## *Competition*

The competition which has been so keen in many fields over the past year or two has increased its acreage. The breath-taking offers of the banks and the dealers in hire-purchase become daily more generous and open-handed. Writing with perhaps an inadequate knowledge of high finance, I am hardly suited to offer advice to intending borrowers, but it does appear that a little delay on their part might be rewarding, for further intensification of the struggle could logically lead to the rivals offering their clients a modest 5 per cent. on their borrowings. Competition can lead to so many strange things! Along with my breakfast cereal I have patiently chewed my way through a horde of cowboys and indians, in delicately-coloured plastic, followed by a rather more formidable array of ocean-going liners and oil tankers. This mornings it was a plastic Bentley in a lovely shade of green. Pharmaceutical lines offer face cloths, sponge-bags, hair brushes and something off, until we seem to be living a life of something for nothing. Where is it all to end?

## *Medical Education*

Under the above heading you publish on p. 205 an opinion expressed by Dr. Norman M. Dott (professor of neurological surgery) at a graduation ceremony at Edinburgh university recently. In an age when the tendency is to increase the length of curricula for nearly all professional qualifications, Dr. Dott suggests that a well-arranged curriculum could probably be absorbed in four years instead of five, and that students could begin their training at the age of sixteen or seventeen, commencing with the general scientific subjects. The speaker expressed concern that doctors should be anything from twenty-seven to thirty-seven before gaining full stature. It seems unlikely that such advice will be taken seriously, but Dr. Dott points out that most of the great original contributions have come from young people. Sir James Y. Simpson, of chloroform fame, started medicine when he was fifteen, but the effects of surgery without anæsthesia proved too much for him at that tender age, and he resolved to do something to ease the sufferer. That would support Dr. Dott's point.

# SCIENCE AND BUSINESS AS PARTNERS

## Sir Alexander Fleck's presidential address to the British Association

THE British Association for the Advancement of Science, opened its annual meeting in Glasgow on August 27, and was addressed by the president (SIR ALEXANDER FLECK). Sir Alexander took as his subject "Science and Business." Quoting Talleyrand's famous remark "War is much too serious a thing to be left to military men," he drew a parallel with the conduct of business and the advancement of science. He described science as "a broad highway of organised knowledge," and likened scientists to builders and repairers of the road upon which mankind could travel. The atomic energy now available to mankind could be expended prodigally in the present "second industrial revolution." The need today, in view of the growing interdependence of the sciences, particularly in projects such as earth satellites and the creative possibilities of thermonuclear fusion energy, required more scientists. The universities accommodated only 3½ per cent. of the population capable of benefiting from the higher education they provided. Upon research the country spent £300 millions and upon education (including universities) £740 millions. Expansion of the universities to include all who might benefit from their facilities would require £1,200 millions per annum.

Three characteristics, said Sir Alexander, promoted the survival and effective functioning of a business. It must contribute to the well-being of the community; must be able to change its methods and if necessary its objectives; and must be self-perpetuating, through growth or modernisation. There must be capital investment, and it was desirable to reconsider traditional products, subject now to foreign competition, in favour of "selling things which no one else has yet learnt to make." Perkins's address to the Chemical Society in 1915, in which the business man was described as disliking the expert and particularly the idea of giving the expert a prominent control position, recalled that a managing director had, so recently as May this year, expressed almost identical opinions.

### "Technological" Businesses

The technological business, said the speaker, had a number of functions: finance, commerce, personnel, production, design and construction, research and development. Partnership with business required the scientist to fit into that structure. By way of example he cited the elaboration of a new inhalant anæsthetic. There had been envisaged by the research manager a volatile liquid with a high anæsthetic potency yet free from toxicity and immune to fire and explosive hazards. Within those limits an aliphatic halogen with little hydrogen and two or three fluorine atoms on the same carbon atom might prove to be ideal. The inert character of the chemical concerned avoided toxicity, and the fluorine content favoured volatility. Eventually 2-bromo-2-chloro-1:1:1-trifluoroethane was chosen. Six years later clinical trials were initiated and in eight years the product was successfully marketed, thus demonstrating the value of systematic application of scientific principles combined with the team work of men learned in a number of scientific disciplines. The necessary financial backing and facilities, however, were insufficient to reduce the total time upon research below seven years. Research and development, production, sales service and purchasing demanded their quota of technical staff. The use of technical staff in commercial appointments was not wasteful. Moreover the experience had a training value for administrative posts. If science infiltrated the business structure the balance was not necessarily upset. It was governed by the education of the scientist and non-scientist in their relationships.

Balance in education might be considered from the divergent conceptions of character formation and development of intellect; and of personality. That conception was in contrast with current Russian philosophy of providing useful citizens whose individual desires were subordinated to society's needs. Those extremes, he suggested, might be synthesised, but individual talents and personalities must be recognised. The student of the humanities must also have a knowledge of the workings of science, while the scientist should widen his horizons by relating his work to its human context. Scientist and non-scientist equally required intellectual qualities such as curiosity, judgment and imagination, plus high qualities of character.

Sir Alexander concluded with a judicious reference to Glasgow's enviable reputation in the famous names associated with its university. The advancement of science depended upon the resources business could provide, and science could aid business to provide those resources. A growing use of science and its methods in business would, he suggested, provide a truly balanced partnership.

### Viral Antibiotic

DR. A. ISAACS (National Institute for Medical Research) provided further information on his discovery of the virus-inhibiting substance interferon. Chemically the substance is probably a protein, he said. Its action is bound up with cell chemistry and the nascence of a virus. There is currently thought to arise within the cell a protein molecule gifted with the facility of synthesising the other chemical components of a virus particle. That protein molecule is thought to be influenced by interferon in such a way that it produces more interferon in place of the essential chemical constituents of the virus. The new substance has not yet been used clinically.

PROFESSOR R. S. ADAMSON (professor emeritus of botany, University of Cape Town), in a presidential address to the botany section, said that the Cape territory provided more than 2,600 species, against 2,400 in the British Isles, while South Australia, with an area of 380,000 sq. miles, could claim only 2,468 species. Among the reasons were continued evolution and lack of uniformity of dispersal, leading to the conclusion that a widespread temperate flora had once covered suitable climatic areas but that it had been modified by species evolution. The Cape's widespread families and genera indicated origin in some already widely diversified flora.

DR. A. S. PARKES, F.R.S. (the president of the division of experimental biology, National Institute of Medical Research), spoke upon the biological effects of low temperatures. Artificially cooled mammals at a temperature of zero degrees, he said, demonstrated all the clinical criteria of death, but under appropriate conditions could be revived. Death therefore required to be defined. To the biologist death was "the state from which resuscitation of the body as a whole was impossible by any currently known means." It should be observed, however, that individual tissues might remain viable, a fact demonstrated by the ability to form grafts from one animal to another. Cold and exposure victims who had been comparatively rapidly cooled might sometimes be prematurely regarded as dead, since resuscitation might be effected in some of those cases. In the past decade it had been shown that effective long-term preservation of cells *in vitro* was possible (for example of spermatozoa for artificial insemination, ova for transfusion to another animal, red blood cells for transfusions, and tissues and whole organs for transplantation). Suspended animation, however, by freezing a whole mammal, was still at an early stage of research. Long-term preservation would demand lower temperature, and the induction of suspended animation at, for example, minus 80°C. would necessitate pre-treatment with something of the nature of glycerin, even though present knowledge indicated that that substance was highly toxic to the whole animal. He believed that an unexpected and ingenious stroke by a biologist might result "at any moment" in achieving suspended animation in a warm-blooded animal.

### New Chemical Fields

PROFESSOR H. J. EMELEUS, F.R.S., in his presidential address to the chemical section, discussed the transuranic elements: neptunium (atomic number 93), plutonium (94), americium (95), curium (96), berkelium (97), californium (98), einsteinium (99), fermium (100), mendelevium (101), nobelium (102). Acknowledging the physicists' contribution to progress in the field, he said the chemist had also played an important part. It was clear that the two sciences would have to co-operate closely on those compounds. That any transuranic elements could occur naturally was out of the question. There were limits to the natural stability of atomic nuclei, and all the isotopes of

elements beyond uranium were so short-lived that they could occur on the earth only if they were continually generated. From current knowledge of nuclear decay it had been anticipated that the limit of the transuranic elements would be reached at or about 108. A new field of chemical technology would thereby be stimulated in connection with power production and the processing of nuclear fuel elements. The unusual requirements for experimental work could not be made available in the universities. Basic training in the special techniques of radioactivity, however, would become more general, and he envisaged "a more specialised training . . . in specially equipped institutes . . . or the atomic energy industry."

PROFESSOR R. W. PICKFORD (professor of psychology, Glasgow University) spoke upon the link between science and industry in colour vision research. Life safety in some occupations could depend on red, green and amber signals, and persons defective in colour vision must be excluded from occupations in which those matters were important. There was now a theory that red-green colour blindness was a Mendelian sex-linked recessive factor. Colour vision occurred in insects, fish, reptiles, and birds, but not among frogs, toads or the lower mammals, indicating that that facility had been lost in the course of evolution and evolved again by the higher apes.

MR. H. R. LEECH discussed fluorine and its use in industry. He said that compounds in which it occurred were inert and insoluble, and when it was brought into chemical use the compounds obtained were dangerous to handle. As a result, the chemistry of fluorine and its compounds had been little explored. It was widespread in nature, being thirteenth in order of abundance in the earth's crust—more abundant than chlorine. Making and handling anhydrous hydrofluoric acid, and thence fluorine, involved no particular difficulties and, from those compounds a whole field of chemistry was developing. From anhydrous hydrofluoric acid inert organic compounds were prepared by halogen interchange, an example being difluorodichloromethane, with extensive application in refrigeration. Other compounds include non-inflammable anæsthetics and new plastics with remarkable properties.

# PERSONALITIES

MR. JACK EVAN-COOK (managing director, Evan-Cook (Packers), Ltd.) has been appointed a sheriff of the City of London.

MR. E. SHIRRAS, M.P.S., Sevenoaks, was one of the participants with his 1916 Davey Paxman engine in the annual rally of the Weald of Kent Traction Engine Club on August 16.

MISS ELEANOR MACDONALD (a director, J. & E. Atkinson, Ltd.) is to be one of the speakers at the third Advertising Clubs Conference, Harrogate, September 19-21.

MR. R. W. KENNEDY, F.P.S., B.COM., a member of the marketing department of Burroughs Wellcome & Co., 183 Euston Road, London, N.W.1, has gained the degree of Bachelor of Laws (London University).

MR. G. F. REYNOLDS (principal scientific officer, chemical inspectorate, Ministry of Supply) has accepted the chairmanship of the technical advisory panel of the British Polarographic Research Institute. The panel consists of specialists in various branches of polarography, all serving in an honorary capacity.

MR. W. J. PARKER (secretary, British Polarographic Research Institute) has resigned from Mervyn Instruments (Mervyn Sound and Vision Co., Ltd.), Woking, Surrey, to devote more time to the development of the Institute, but is continuing to act as polarographic consultant to Messrs. Mervyn.

MR. EDMUND EMMA, a pharmacist from Utica, New York State, spent some time at the pharmacy of Mr. John Black, M.P.S., Walden Avenue, Stafford, during a visit to this country with his wife recently. Mr. Emma was able to compare retail pharmaceutical practice in this country with that with which he was familiar as a manager in the United States. Mr. Emma commented that England appeared to be following the American trend in the decrease of private pharmacies and spread of branches of multiple businesses. Mrs. Emma is a native of Stafford.

MR. E. G. T. GAMLIN, M.P.S., 3 The Square, Pangbourne, Berks, after managing the Pangbourne Pharmacy during the day, crosses over the toll bridge into Oxfordshire and serves behind the counter at the Ferry Boat inn, Whitchurch, which he has taken over. The inn, a commercial hotel and fishermen's retreat, is now under the management of his wife, who "always wanted a village inn." Mr. Gamlin, already a personality in local cricket and football circles, has added to his sporting activities early morning fishing from his own boat in the weir pool. He has, in a sense, achieved national fame with his new purchase, for it was the subject of a "story" with two-column headlines in the *Morning Advertiser*, the daily newspaper of the licensed trade.

# MARRIAGE

ROOKE — DINGLE. — At Illogan Parish Church, Redruth, Cornwall, on August 16, Reginald Charles Rooke, M.P.S., 36 Claremont Road, Redruth, to Gladys V. Dingle, Pool, Redruth.

# DEATHS

ARMSTRONG.—On August 17, Mr. George Barnett Nickson Armstrong, M.P.S., 165 Blackstock Road, Finsbury Park, London, N.4. Mr. Armstrong qualified in 1904.

BRIERLEY. — On August 13, Mr. John Brierley, M.P.S., 23 Jopson Street, Middleton, Manchester. Mr. Brierley qualified in 1925.

BUCHANAN. — On August 6, Mr. Alexander Buchanan, M.P.S., 3 The Parade, Lower Barn Road, Purley, Surrey. Mr. Buchanan qualified in 1933.

CLEOBURY.—Recently Mr. George Cleobury, M.P.S., 181 Holyhead Road, Handsworth, Birmingham. Mr. Cleobury qualified in 1900.

CRUSE.—On August 10, Mr. Francis Harold Cruse, M.P.S., 18 Shaftesbury Avenue, South Harrow, Middlesex. Mr. Cruse qualified in 1931.

HALL. — Recently, Mr. Harry Hall, F.P.S., 35c North Albert Street, Fleetwood, Lancashire. Mr. Hall qualified in 1925.

HANNA.—On August 31, Mr. H. T. Hanna, 176 Merrion Road, Ballsbridge, Dublin. Mr. Hanna was for ten years the Eire representative of Arthur H. Cox & Co., Ltd., Brighton.

THOMSON. — On August 17, Mr. David Thomson, M.P.S., Maybank, 4 Prospect Street, Camelon, Falkirk. Mr. Thomson qualified in 1929.

TRAUB. — On August 25, Mr. Leonard B. Traub, M.P.S., F.B.O.A., Benarthy, Neilson Road, Barrhead, Lanarks. Mr. Traub qualified in 1899.

# LEGAL REPORTS

## Poisons Sold from Van

MRS. Hazel Mary Aston, Parklands, Lydbrook, Glos, wife of Frank Aston, chemist, was summoned before Coleford magistrates recently for selling poisons by the roadside at Mireystock not on registered premises but from her van, and selling them without the supervision of a registered pharmacist. There were four summonses. Mr. A. C. Castle prosecuted on behalf of the Pharmaceutical Society, and Mrs. Aston's plea, in her absence, was guilty. Mr. Castle said Mrs. Aston had sold morphine in a linctus and codeine in tablets. Mrs. Aston had a separate business on her own and the van was hers, though Mr. Aston used it for the purposes of his chemist's business. Defending solicitor said that Mrs. Aston sold a number of proprietary things from the van, but did not know that the linctus and the tablets were on the van that day. There had been an order for Mr. Aston to supply those things and they were put on the van for delivery to the customer without Mrs. Aston's knowing about it. That was the van driver's mistake. The chairman said there was obviously no intention to sell Dangerous Drugs, and as the offences were technical, the cases would be met by a fine of £2, with £4 4s. costs.

## Pharmacist on Probation

AT Dorchester magistrates' court recently, John Howard Moore, M.P.S., Edward Road, Dorchester, pleaded guilty to seven counts of unlawfully procuring and three of attempting to procure Dangerous Drugs in London, Dorchester and Weymouth. He asked for thirteen similar offences in Bournemouth to be taken into consideration. Moore was placed on probation for three years on condition that he resided at Herrison Mental Hospital during the first year. For the Director of Public Prosecutions it was stated that defendant was obviously a sick man and seemed to be suffering from a nervous

breakdown. He had been admitted to Herrison Hospital, but without permission he would leave the hospital and try to obtain drugs from chemists by means of prescriptions which he made out and signed himself. While attempting to obtain drugs at a Weymouth establishment he was recognised and reported to the police.

## COMPANY NEWS

**Last year's figures in parentheses**

WRIGHT, LAYMAN & UMNEY, LTD.—An interim dividend of 2½ per cent. (same) has been declared.

SHARPLES CENTRIFUGES, LTD. —Dr. Alan J. Hayter has been appointed director in charge of the technical and sales division.

BRITISH TITAN PRODUCTS CO., LTD., announce the appointments of Mr. N. D. Harris, Dr. P. A. Lintern and Mr. S. G. Tinsley as directors.

REMINGTON RAND, LTD. announce that Mr. G. McLean (secretary and a director) is relinquishing his position to take up a post with the American parent organisation. Mr. J. S. Chalmers (chief accountant) is to succeed Mr. McLean as secretary and controller from September 1.

GROUT & CO., LTD.—No Ordinary dividend is being paid for the year ending April 30 (10 per cent.). Mr. P. M. Elton (chairman) has indicated that large reserves have been accumulated and they should make it possible for the directors to recommend the payment of a dividend or the making of a further cash distribution from capital gains when the company's liquid position permits.

MILTON ANTISEPTIC, LTD., 42 Weymouth Street, London, W.1, announce that, when certain formalities have been completed, Vick International, Ltd., London, W.1, the English subsidiary of the Vick Chemical Co., New York, U.S.A., will offer to acquire the whole of the issued Ordinary share capital of the Milton company at 34s. 1½d. per 10s. share. The directors intend to recommend acceptance.

MONSANTO CHEMICALS, LTD. — The board wish to alter the articles of association of the Company to enable them to borrow up to the aggregate of the company's issued and paid up share capital and Group reserves. This requires the consent of the two classes of Preference stockholders and as consideration for their agreement to the alteration of the articles, some improvement in the redemption provisions of the Preference issues is recommended. It is proposed that the two classes of Preference stock, if not redeemed by June 1, 1977, and December 1, 2002, respectively, shall be redeemed on those dates (or so soon thereafter as may be permitted by law) at their issue prices, 21s. and 20s. respectively, so that the holders of these classes of Preference capital which have comparatively low rates of dividend will hold stock with definite redemption dates. The two separate meetings and the extraordinary general meeting to be held on September 24, 1958, will have on their agendas resolutions to give effect to the above proposals.

## NEW COMPANIES

**P.C. = Private Company; R.O. = Registered Office**

RUBBER INDUSTRIES, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in rubber, rubber compositions, etc. Directors: Alan Paterson and George A. Hoy. R.O.: Downham Mills, Tottenham, London, N.17.

SAMES-MEARNS, LTD. (P.C.).—Capital £3,500. To carry on the business of chemists, druggists, and librarians, etc. Directors: David A. Sames, M.P.S., and Beatrice A. M. Mearns. R.O.: 16 Porters Avenue, Dagenham, Essex.

MALLPAS (PHARMACEUTICALS), LTD. (P.C.).—Capital £100. To carry on the business of consulting, analytical, manufacturing, pharmaceutical and general chemists, etc. Directors: Adrienne Phillips and Vivienne Biedak. R.O.: 12 Thayer Street, London, W.1.

MEDICATED PRODUCTS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in soap and washing materials, perfumes, etc. Alfred Koch is the first director. R.O.: Chancery House, Chancery Lane, London, W.C.2.

UNIVERSAL LABORATORIES, LTD. (P.C.).—Capital £100. To manufacture and deal in chemical, medical and pharmaceutical products. Subscribers: Brian J. G. Page and R. D. Douglas. Solicitors: Linklaters & Paines, 59 Gresham Street, London, E.C.2.

SCALEMASTER, LTD. (P.C.). — Capital £1,000. To carry on the business of manufacturers of and dealers in plant for water treating and softening. Directors: James R. Williams, A.M.I.E.E., and Reginald W. Hodges. R.O.: 27 John Adam Street, London, W.C.2.

## BUSINESS CHANGES

J. COX & SON, chemists, 26 Watergate, Grantham, have purchased the goodwill and prescriptions of Whysall & Son, High Street, Grantham, who have ceased trading.

WEST PHARMACEUTICAL CO., LTD., have removed to 9 Palmeira Mansions, Church Road, Hove, 3, Sussex.

MRS. MARGARET STILES, M.P.S., has taken over the business at 17 Brockenhurst Road, South Ascot, Berks, formerly owned by South Ascot Pharmacy, Ltd.

### Appointments

THE PLESSEY CO., LTD., announce that Mr. George Campbell, B.Sc., A.R.C.S.T., F.R.I.C., A.M.I.Mech.E., has been appointed general manager of the chemical and metallurgical division.

MONSANTO CHEMICALS LTD.—Mr. D. C. M. Salt has been appointed to the newly created post of general manager in charge of chemicals division, and Mr. G. Dodd to the corresponding post of general manager in charge of plastics and special products division. They will be responsible to the managing director (Mr. D. R. Mackie). Mr. J. V. Head has been appointed acting controller of purchases.

**INDONESIAN VISITORS: Seven Indonesians who visited Boots Pure Drug Co., Ltd., Nottingham, recently, included two parliamentarians, two police commissioners, a departmental head of the Home Ministry, a member of the National Council Secretariat, and a member of the Indonesian Embassy in London. They visited the company's factory and offices during a week-long tour of the Midlands when they studied a number of aspects of British industry. The two members of the party in the photograph are Mr. Subagio (National Council Secretary), and Mr. Abdullah Affandi, M.P.**

## MANUFACTURERS' ACTIVITIES

**Contract with Iran.**—The £1 million contract entered into by Allen & Hanburys, Ltd., Bethnal Green, London, E.2, and the Royal Iranian Estates Welfare Administration (see *C. & D.*, August 30, p. 207) provides for the building of a factory to produce pharmaceutical products. The factory, with an area of 180,000 sq. ft., is to be sited fifteen kilometres outside Teheran. The products, to be exported to Iran in the first instance and later to be produced by the factory in Iran, include a wide range of injection solutions, tablets, ointments, and other essential medical products. Terms of the contract specify that the Iranian organisation is to pro-

**Dr. D. Ashtiany (seated) signs the contract for the Royal Iranian Estates Welfare Administration watched by Mr. C. W. Maplethorpe (managing director, Allen & Hanburys, Ltd.).**

vide the total amount of capital involved. Messrs. Allen & Hanburys are providing design and layout for the plant including control laboratories and stockrooms. They are also to provide technical experts to run the factory. A further condition of the contract is that the company must set up a training scheme for Iranian students at their British premises. The agreement is to run for a minimum period of fifteen years with the possibility of an extension of another ten years. Allen & Hanburys, Ltd., are to receive royalties on the total production of the factory that is being set up.

**Carton Works Visited.**—The carton manufacturing works of Boxfoldia, Ltd., Bournbrook, Birmingham 29, was among factories visited by delegates attending the International Symposium on Microchemistry, held at Birmingham University, August 20-27. Miss Beryl Foyle and Mr. J. R. Foyle (joint managing directors) welcomed the forty guests from the United Kingdom, Holland, Switzerland, Spain, Sweden, Hungary, Czechoslovakia, Jugo-Slavia, Austria and Malaya.

**Visit to Manufacturer.**—Mr. John Towers (managing director, J. W. Towers & Co., Ltd.), laboratory suppliers, Widnes, and eleven of his company's sales and production executives, were guests of Quickfit & Quartz, Ltd., Stone, Staffs, on August 2. During a tour of production departments the visitors studied the modernised production processes recently adopted at the Stone factory.

## THYROID CONTROL

THE synthesis for the first time of a new chemical agent designed to curb an overactive thyroid gland by masquerading as thyroid hormone was announced at the 133rd national meeting of the American Chemical Society, San Francisco, California, by Professor Charles M. Buess of the University of Southern California. The development represents a new approach to the control of hyperthyroidism. Although not yet tested in human beings or animals, the new compound, called a hinderin, is expected to function by replacing some of the thyroxine in body chemistry. Thus the hinderin could block the action of thyroxine but would not exert the effect of thyroxine.

# PHARMACEUTICAL DEVELOPMENT RESEARCH

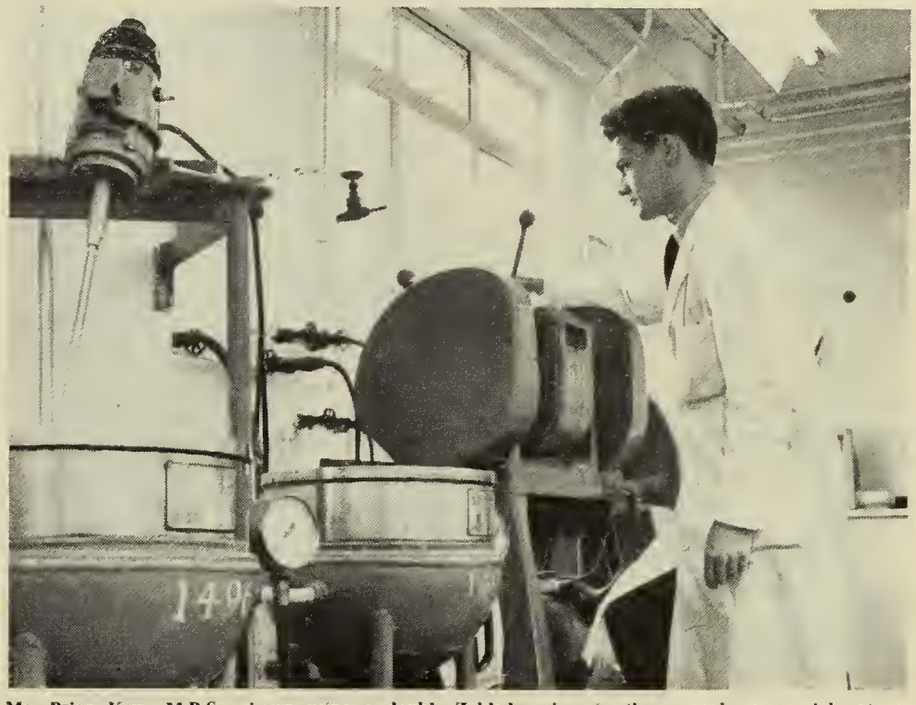
## Scope of operations in an enlarged laboratory at Loughborough

EXTENSIONS made to the pharmaceutical development department at the Loughborough factory of Genatosan, Ltd., give it now an area of 4000 sq. ft. The department is fully equipped for:—

- Experimental small-scale formulation to yield preparations suitable for clinical trial.
- Preparation of specimens for clinical trials or field tests.
- Investigation of product stability and development of pilot manufacturing processes as the basis for large-scale production.
- Investigation of packaging materials from the technical standpoint, including interaction of product and pack and shelf-life.
- Collaboration to establish raw-material quality standards and analytical specifications for intermediate and finished products.
- Preparation of specifications for large-scale production and supervision of large-scale trial manufacture.
- Investigation of production problems and inquiries from users.

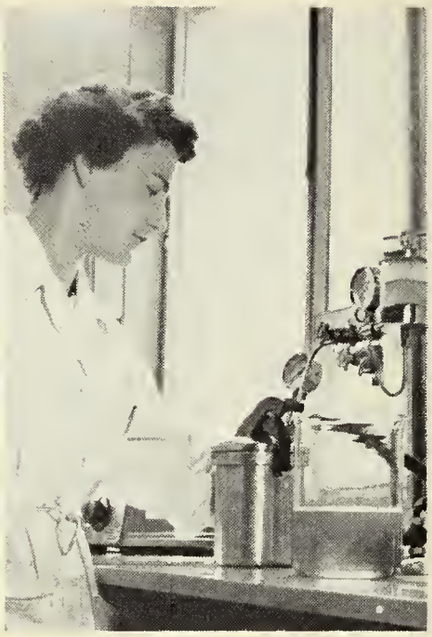
The department is divided into a number of separate laboratories, four of which are devoted to product development, each under the control of a pharmacist, and each dealing with a selected field. The product-development laboratories are equipped to tackle special fields of investigation, but they make use of certain common facilities such as a process laboratory with "pilot plant" for mixing, grinding, filtration, homogenising, etc., and a tableting room. Provision is made for a separate packaging development laboratory, which works in close collaboration with the product-development teams.

The various development sections share an instrument room, housing numerous items of precision equipment, and extensive storage-test facilities. In the design of the extension special attention was paid to providing facilities for shelf-life testing, since experimental evidence gathered in 3-6 months has to indicate the changes that may be expected to occur in 2-3 years' storage of a product in a wide variety of "field" conditions. The facilities include a cold room operating



Mr. Brian Kew, M.P.S., shown using a double Z-blade mixer in the general process laboratory.

Mr. R. C. Webb, F.P.S., who is responsible for dermatological formulations, studies a report from Mrs. D. P. Tuckley. At the bench are Miss J. Toone and Mr. R. A. Lynham.



**Mr. A. H. Snowden, F.P.S., A.R.I.C., compares the reading on a paper-hygrometer with the wet-and-dry-bulb temperature record for a "tropical" cabinet; Mr. N. J. Van Abbé, F.P.S. (the company's pharmaceutical development manager) checks a reading on an infra-red moisture tester. Miss J. Toone carries out a viscous-fluid filtration.**

at 5°C.; a "temperate" room at 20°C.; a warm, dry room at 37°C.; a "tropical" room at 37°C., and 85 per cent. relative humidity (constant); two "tropical" cabinets both at 37°C., 85 per cent. R.H., the first reserved for materials whose volatile constituents might affect adjacent specimens, and the second operating for eighteen hours daily, with temperature falling to ambient and R.H. rising to 100 per cent. during the remaining six hours; incubators maintained at temperatures of, say, 30°C., 45°C., or 55°C. according to the requirements for particular samples; and a "shop-window" in the open-air facing South, with an ultra-violet cabinet for studies on sunlight effects during the winter months.

No new product or change in an existing product or pack is permitted to be issued without undergoing prolonged tests under a range of such conditions.

# NEW PRODUCTS AND PACKS

**Relief for Rheumatic Pains.** — Universal Laboratories, Ltd., Folkestone, Kent, are marketing a new product, Leeve, for relief from rheumatic and muscular aches and pains, fibrositis, lumbago and sciatica. The product is in a cartoned bottle.

**Acetyl Pædiatric Suspension.** — The Lederle Laboratories division of Cyanamid of Great Britain, Ltd., Bush House, Aldwych, London, W.C.2, announce the introduction of Lederkyn acetyl pædiatric suspension, a palatable cherry-flavoured preparation for children, in bottle of 2 fl. oz.

**Presented for Minor Surgery.** — Duncan, Flockhart & Co., Ltd., 16 Wheatfield Road, Edinburgh, 11, have introduced new packs of their Xylocaine (lignocaine) solution specially designed for use by general practitioners in minor surgery and obstetrics. Each is in a specially designed injection-type 50-ml bottle in carton. The range includes 0·5 and 1·0 per cent. Xylocaine without adrenaline; and 1 per cent. Xylocaine with adrenaline, 1:100,000.

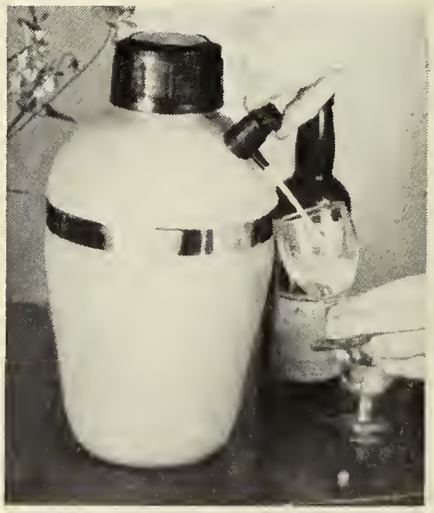
**Antipyretic-analgesic Elixir.**—A. & G. Nicholas, Ltd., Slough, Bucks, have introduced a new pædiatric antipyretic-analgesic elixir, Eneril, enabling accurate and effective dosage of a stable preparation of paracetamol. The product is suggested as a variant of aspirin mixtures (which must be freshly prepared and undergo rapid deterioration). The packs are bottles of 4 and (for dispensing) 40 fl. oz.

**Aerosol for Cold Relief.**—A new aerosol spray, claimed the first of its kind, designed to relieve nasal congestion and kill airborne bacteria, is announced by Cooper, McDougall & Robertson, Ltd., Berkhamsted, Herts. Medic-aire is in the compact and convenient spray container typical of Messrs. Cooper, McDougall's aerosol products, and is understood to be particularly effective for children. Initial distribution is confined to the London and Home Counties (London television area), and to chemists.

**"Drip-dry" Detergent.** — Mayborn Products, Ltd., Dylon Works, Sydenham, London, S.E.26, are marketing a new product, Dylon drip-dry wash, a quick, convenient tubed detergent. Each tube is individually boxed, with leaflet of instructions, and a display outer contains six cartoned tubes.

**"Gold-frosted" Nail Enamel.** — Revlon International Corporation, 86 Brook Street, London, W.1, have formulated what they describe as "the great new luxury fashion for fingers and toes": new "gold-frosted" nail enamels, claimed to be "all actually formulated with 24-carat gold." Three shades are available, "gold gold," "pink gold" and "rose gold."

**Soda Water at Low Cost.** — Donald Josephs, Ltd., 83 Piccadilly, London, W.1, are marketing what they describe as a new and scientific method of making soda water at low cost. The easy-fill stainless-steel Syfonex super siphon makes seven pints of soda water from one charge. The soda water so made retains its freshness indefinitely, and does not alter the character or flavour of a drink.



**Plastic Slipovers for Babies.** — William Oliver's (Rubber), Ltd., Blackhorse Lane, London, E.17, are the makers of Olita Dinkie-Doo baby wear, including soft plastic slipovers

that save "the clumsiest feeders" from spoiling their clothes. The slipovers are waterproof, hard - wearing, easily cleaned and keep their shape. Four variants are available, with or without sleeves, and with a full-width "catch-all" pouch at tray level.

**Refills Now Available.** — Helena Rubinstein, Ltd., 3 Grafton Street, London, W.1, announce that refills are now available of Helena Rubinstein's Masearamatie. Issued in the same gold-coloured metal and in the same design as the original, the refill serews into the applicator half, giving a perfect fit. The company have also made available a matching Everpoint propelling eye-brow peneil in blaek, brown, blue and grey, with refills in the same eolours.

**Baby Soap from Israel.** — M. & R. Norton, Ltd., 9 Park Hill, London, S.W.4, have been appointed sole agents for the Shemen Israel Oil Industry, Ltd., Haifa, and are commeneing the marketing in Britain during September of that company's Shemen baby soap, whieh is understood to have aehieved eonsiderable suecess both in Europe and in the United States. The 100-gm. tablet is doubly wrapped in an appropriately eoloured baby wrapping, and is elaimed the only baby soap made from pure olive oil from the olive groves of Israel.

**Modernised and Repriced.** — The packs of Cephos tablets and powders have been brought up to date by the manufaeturers, Cephos, Ltd., Southfield Laboratories, Blaekburn. For some years past the produets have been issued in traditional paeks with, by modern standards, rather lengthy text and a eertain amount of ornamentation. The new paeks, in grey, white and maroon, are substantially eonstructed from strong board, with an inner proteetion sheet of eorrugated paper and printed direction slip. All printed matter for the preparations now bears a family resemblanee to the packs. The tablets have been reformulated to give speedier disintegration.

# TRADE NOTES

**Gift Stockists.** — For the Christmas trade, Sangers, Ltd., wholesalers, 258 Euston Road, London, N.W.1, are stoeking a wide range of gift paeks by many manufacturers.

**Now Taxed.**—Roussel Laboratories, Ltd., 847 Harrow Road, London, N.W.10, announce that Androstalone tablets are now chargeable with purchase tax.

**Conference-week Showroom.**—Molyneux et Cie (Designs and Perfumes), Ltd., 1 Berkeley Square, London, W.1, are holding a showroom in Llandudno from Tuesday, September 16 until Friday, September 19.

**Percentage not Quantity.** — Boots Pure Drug Co., Ltd., Station Street, Nottingham, point out that Nivemycin lotion eontains 0·5 per eent. of neomycin sulphate, B.P., not 0·5 gm. as previously stated.

**Change of Name.** — From September 1, the name of the branded chlorothiazide marketed by Ward, Casson, Ltd., Berkeley House, 15 Hay Hill, London, W.1, is being changed to Warduzide. Packs and priees are unchanged.

**In Seasonal Wrapping.** — The full range of Christmas gifts offered by Helena Rubinstein, 3 Grafton Street, London, W.1, are being wrapped in a foil-coated paper on whieh is a design of white and gold cherubs, eathedrals, candles and emblems on brilliant red background.

**On Show.** — T. L. Benton & Co., Ltd., 186 Seven Sisters Road, London, N.7, are exhibiting a complete range of Chandau produets at the East Midlands and Leicester Home Life Exhibition, September 3–17, and at the Birmingham Ideal Home Exhibition, Oetober 1–25. Demonstrations of hair setting are being given at the company's stand.

**Available as Capsules.**—Miltown eapsules, 200-mgm. and 400-mgm., with the same indications as Miltown tablets, have been made available by the Lederle Laboratories division of Cyanamid of Great Britain, Ltd., Bush House, Aldwyeh, London, W.C.2. The capsules, whieh are pink-eoloured, are issued in bottles of fifty and 250.

**Addition to Range.** — Savory & Moore, Ltd., 60 Welbeck Street, London, W.1, distributors of the Carnegie speeiality Vandid, have added a 2-mil ampoule to the range of Vandid injeetions and have amended the price strueture for the existing 5-mil size. Vandid injections are now issued in Snapules.

**A Wide Choice.** — Laughton & Sons, Ltd., Warstock Road, Birmingham, 14, draw attention to the suitability as Christmas gifts of their wide range of Stratton eompaets. The seleetion ranges from deeorative jewel designs to a novelty "old car"-motif eompact. A convertible compact for solid or loose powder make-up is also available.

**Dispensing Packs.** — "German Ethieals" (Eberhard Sehaumburger), 56 Redbreast Road, Moordown, Bournemouth, announce that in addition to the 20-tablet pack of Nieopyron notified in our issue of July 19, eontainers of twenty, fifty, 250 and 1,000 tablets; and of six and fifty suppositories are available.

**A New Range of Brushes.** — Spa Brushes, Ltd., Freeman Works, Chesham, Bueks, have introduced a new range of brushes and brush sets "to suit every member of the family." Gaily packed in eye-catching gift boxes, the range is in a number of colours "ineluding plenty of bright contemporary shades."

**Washing Nylon Overalls.**—To assist those firms or businesses which launder their own overalls, British Nylon Spinners, Ltd., 25 Upper Brook Street, London, W.1, have published a sheet giving suggestions for the laundry washing of nylon overalls by a proeess devised in conjunction with the British Launderers' Researeh Association at Hendon. The information is contained in Advance Report No. 9, eopies of whieh are available on request from the company's development department, Pontypool, Mon.

**An Advertisement Corrected.** — Ayrton, Saunders & Co., Ltd., draw attention to a typographical error in their advertisement for Tabasan in the August 30 issue of the *C. & D.* The 50's and 100's were each shown as taxed at 15 per eent. when the tax rate is, in faet, 30 per cent. Messrs. Ayrton wish to apologise for any confusion the error may have caused.

**Jelly Replaces Cream.**—Ward, Blenkinsop & Co., Ltd., York House, 37 Queen Square, London, W.C.1, announce that from September 30 they are discontinuing the 1-oz. tube of Penotrane cream, which is superseded by a 1-oz. tube of Penotrane jelly. The 2½-oz. tube of Penotrane vaginal eream, with fourteen disposable vaginal applieators, continues to be available under the name Penotrane applieator sets.

**Shaver Gifts.** — The new Philishave Jet shaver (see *C. & D.*, August 2, p. 116) produced by PHILIPS ELECTRICAL, LTD., Century House, Shaftesbury Avenue, London, W.C.2, is "partieularly suited for presentation at Christmas." The Christmas period is the most aetive one for sales of eleetrie shavers, say REMINGTON RAND, LTD., 26 Kensington High Street, London, W.8, in drawing attention to their range, all models of which "are extensively stoeked by pharmacies."

**£4,000 Winner.** — Winner of the £4,000 Kleenex Summer competition condueted by Kimberly-Clark, Ltd., 27 Hill Street, London, W.1 (see *C. & D.*, May 3, p. 476) is Miss Phyllis E. Barker, Nottingham. Official presentation of the cheque takes place early in October. The second and third prize-winners have been sent 100 Postal Orders for £5 and 300 for £2 10s. respectively, made out to the retailer who supplied the Kleenex tissues and valid for goods bought from that retailer.

**Foundations for a Campaign.** — Pharmax, Ltd., Western House, Gravel Hill, Bexleyheath, Kent, state that the speeial-purpose oven illustrated under "Maehinery and Plant Notes" in the *C. & D.*, August 30, p. 224, was at their Bexleyheath factory. The produet for which the high-efficiency oven was required was Diuromil. With the production end well taken care of, Messrs. Pharmax are launehing this month a national television campaign for Diuromil.

**Autumn Showrooms.**—Ayrton, Saunders & Co., Ltd., 34 Hanover Street, Liverpool, 1, announee the following Autumn showrooms, at which the range of goods displayed will inelude drugs, paeked pharmaceutieals, and chemists' sundries and fancy goods:—

BIRMINGHAM: Imperial hotel, September 8-12.

BELFAST: Kensington hotel, September 15-19.

HANLEY: Grand hotel, September 22-25.

GLASGOW: Kenilworth hotel, September 29 to October 3.

DUNDEE: Mathers hotel, October 13-17.

**Cameras and Accessories as Gifts.**—Manufaeturers and wholesalers focusing attention on the suitability of photographic equipment as Christmas gifts include AGFA, LTD., 27 Regent Street, London, S.W.1 (particularly

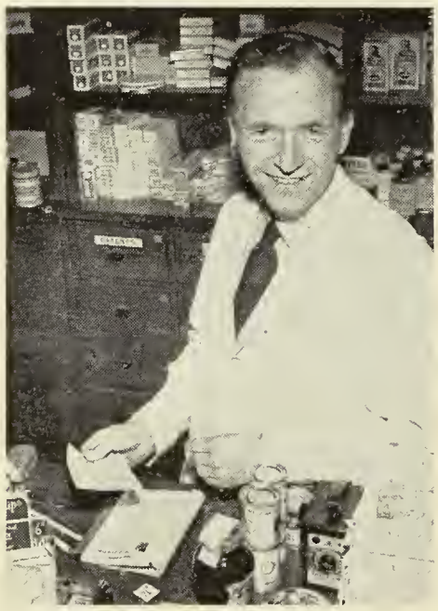
flash-guns); NEVILLE BROWN & CO., LTD., 77 Newman Street, London, W.1 (Ferrania cameras and Aldis projectors), R. F. HUNTER, LTD., 51 Gray's Inn Road, London, W.C.1 (Paterson viewer and Huntsman projection screen "both particularly appropriate for the Christmas season"); NORTH STAFFS PHOTOGRAPHIC SERVICES, LTD., Ball's Yard, Newcastle, Staffs (a full range of cameras and accessories); PEELING & KOMLOSY, 181 Victoria Street, Dunstable, Beds (Ikoblitz capacitor flash-gun, Zeiss Ikon cameras); VIEW-MASTER (ENGLAND), LTD., 16 Eastcastle Street, London, W.1 (View-master projectors, three-dimensional viewers and pictures, etc.).

**Dog Accident Insurance.** — The dog-foods division of Spillers, Ltd., 40 St. Mary Axe, London, E.C.3, announce a new promotion scheme for their dog foods under which dog owners are provided with cover for twelve months in respect of veterinary treatment for dogs involved in road accidents (up to £10 for each accident). An official certificate of insurance is dispatched to the dog owner on receipt by Messrs. Spillers of four guarantee panels out of the small-size packs (or two from the large cartons) of Spillers' Shapes, Winalot or Saval. Proposal forms are included in advertisement spaces in the

national Press and are also being made available through stockists. Window bills (as illustrated) and a specially designed showcard "dispenser" are also available. The scheme is being launched on September 8.

**Fewer Strengths.** — Following the introduction of a new Pharmacopœial standard for pancreatin, Paines & Byrne, Ltd., Pabyrn Laboratories, Perivale, Greenford, Middlesex, have reduced their range of pancreatin products to two principal strengths, to be known as Pancrex and Pancrex V. Pancrex is available either as a powder or as enteric-coated granules, and conforms to the new B.P. standard in all respects, replacing Pancrex triple or triple B.P. pancreatin. Pancrex V is a preparation of activated whole dried pancreas having a tryptic activity approximately equal to five times that of the B.P. product. It is principally intended for use in the treatment of fibrocystic disease of the pancreas in infants and young children in order to overcome the problems of tolerance of the high dosage often required of the B.P. product. Pancrex V is available as powder and as small enteric-coated tablets, each containing gr. 1 of Pancrex V (equivalent to gr. 5 of pancreatin, B.P.). Pancrex V replaces what was formerly known as Pancrex 15. From September 1 orders for Pancrex or pancreatin, B.P., are being interpreted as for pancreatin, B.P. 1958, unless otherwise stated.

**Chemist Wins £200.** — First prize (£200) in a competition open to stockists of Silvikrin leaf shampoo and organised by the manufacturers, County Laboratories, Ltd., Honeypot Lane, Stanmore, Middlesex, as part of their nation-wide campaign to introduce the product in May and June, was Mr. William S. Newing, M.P.S., 137A Sparrows Herne, Bushey Heath, Herts. He was one of more than 2,600 dealers throughout Britain who entered the competition. Competitors had to consider a seven-point list of sales-promotion methods for a new product, placing them in order of merit, and to make a specific recommendation on the most effective way to promote the sale of Silvikrin leaf shampoo in their own shop. As he was displaying Silvikrin leaf shampoo when advised of his success, his prize was doubled to £200. Second prize went to a hairdresser. Ten other stockists received consolation prizes of £15 each.



**CASH PRIZE-WINNER: Mr. William S. Newing, M.P.S., Bushey Heath, Herts, holds the £200 cheque he won in the competition.**

## Bonus Offers

ALLEN & HANBURYS, LTD., Bethnal Green, London, E.2. *Allenburys pastilles* (not other pastilles issued by the company). Twelve charged as eleven on order for 6 doz. lot (with which is included a wire display stand) placed direct and in return for display.—*Haliborange tablets.* Twelve charged as ten on order for any of four bonus parcels (12 doz. bottles of twenty-five; 8 doz. bottles of twenty-five plus 1 doz. of 100; 4 doz. bottles of twenty-five plus 2 doz. bottles of 100; and 3 doz. bottles of 100). With wire display stand. Both offers continue until October 11. *Acriflex tablets.* Bonus now withdrawn.

BATTLE, HAYWARD & BOWER, LTD., Victoria Chemical Works, Lincoln. Warfarin ready-mixed bait and warfarin concentrate (own name). Thirteen to doz. Until December 31.

CHESEBROUGH-POND'S, LTD., Victoria Road, London, N.W.10. Vaseline hand cream. 3 doz. at special price of 9s. 11d. doz. (restocking order for limited period).

CUPAL, LTD., Blackburn. Nazex nasal spray. 2 doz. display unit gives 45 per cent. on turnover.

FLETCHER & FARLOW, LTD., Finsbury Pavement, London, E.C.2. Synfoam super honeycomb all-purpose sponge. Christmas card free with each sponge.

VITAMINS, LTD., Upper Mall, London, W.6. Bemax. Five bonus parcels give bonuses ranging from 3s. to 3s. 9d. Until September 20.

POTTER & CLARKE, LTD., River Road, Barking, Essex. Potter's catarrh pastilles: one tin free with each doz. Potter's range of pharmaceutical pastilles (Gee's linctus, glycerin of thymol, antiseptic throat, menthol and eucalyptol, glycerin, lemon and honey, cherry cough and glycerin and blackcurrant): On parcel A (11 doz. tins of pre-selected varieties), 1 doz. Potter's catarrh pastilles and nine tins Potter's pharmaceutical pastilles and 1 display unit; on parcel B (preselected as parcel A but with Gee's linctus pastilles omitted), same bonus; parcel C (12 doz. tins made up to buyer's choice), twelve charged as eleven, plus 1 display unit. Orders through wholesalers.

## Calls for Tenders

THE Board of Trade has issued details concerning tenders sought by various overseas bodies, and an outline is given below of the requirements and closing dates. For fuller information readers should apply, quoting reference, to Export Services Branch, Lacon House, Theobalds Road, London, W.C.1.

Insecticides to an estimated value of B. Frs. 5·4 millions. The Ministry of Colonies, Brussels, Belgium. (E.S.B./21177/58, October 1.)

2,500 kilos isoniazid B.P.C. powder. Union Tender and Supplies Board, 291 Bosman Street, P.O. Box 371, Pretoria, South Africa. (ESB/21442/58, September 18.)

Twenty-nine items of laboratory glassware and syringes. Union Tender and Supplies Board, 291 Bosman Street, P.O. Box 371, Pretoria, South Africa (ESB/20981/58, September 18).

4000 kilos of barium sulphate (x-ray). Institute of Social Insurance, 19, Hippokratous Street, Athens, Greece. (ESB/20874/58, September 18).

15,000 lb. of glycerin; 3,200 gall. of liq. ammon. acet. fort., B.P.; 2,300 gall. of ext. glycyrrhiz. liq., B.P.; and 1,000 gall. of spirit æther. nit., B.P. Ministry of Health, Ceylon. (E.S.B. 21336/58, November 4).

Equipment for a serum institute, including autoclave, steriliser, stainless-steel steam-jacketed pans, freeze-drying unit, boiler, etc. Director, Central Stores Purchase Department, Government of Andhra Pradesh, Chirag-Ali Lane, Hyderabad, Deccan, India. (ESB/21211/58, September 11.)

Six million tablets of sulphadiazine, B.P., 0·5-gm., 7 million tablets of sulphaguanidine, B.P., 0·5-gm.; 5 million tablets of sulphadimidine, B.P., 0·5-gm.; 1½ million tablets of phthalylsulphathiazole, B.P.C., 0·5-gm.; and 4000 lb. of sulphanilamide B.P. powder. Ministry of Health, P.O. Box 500, Colombo, Ceylon. (ESB/20876/58, October 28.)

# Gift Packs for Christmas

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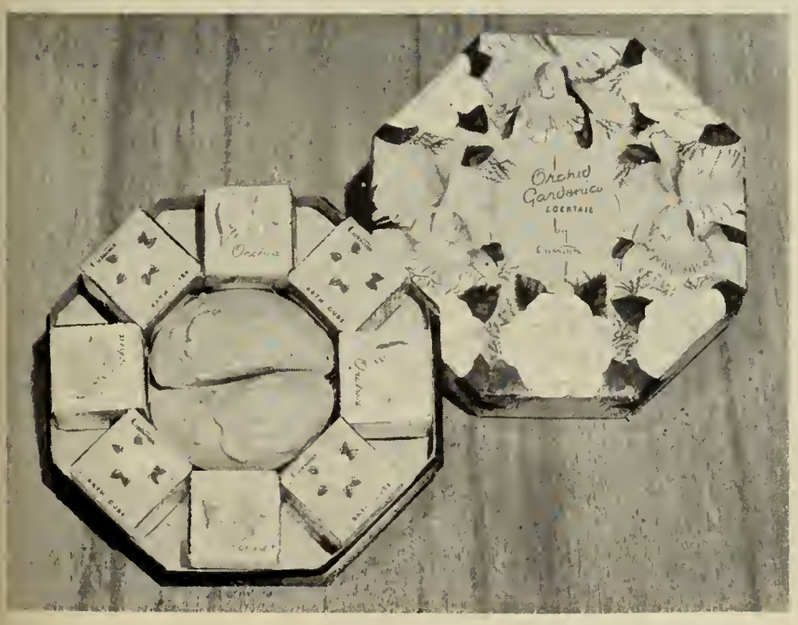


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AT this time of year chemists usually devote some of their time to a consideration of their purchases of gift stocks for the Christmas trade. To make a selection from the vast number of packs offered by manufacturers is never an easy task, and to help in that direction THE CHEMIST AND DRUGGIST again presents an illustrated guide. More than eighty gift presentations are described, some of which are typical of series of sets. The guide is reasonably comprehensive—so far as possible in the space available. Where necessary preference has been given to new and non-standard range packs.

**1.** A cerise-coloured coffret with seasonal motif picked out in white, the "trio-de-luxe" silk-lined presentation pack contains perfume stick, "Top-to-toe" fragrance and perfume. Available in Mischief, June, Seventh Heaven and Tutu fragrances. SAVILLE PERFUMERY, LTD.

**2.** An attractively-designed bottle of Mirage perfume in a silk-lined special presentation casket. J. & E. ATKINSON, LTD.

**3.** At left, talcum powder and six tablets of bath salts in yellow (lid) and green (base) box with embossed design on lid. Available in lavender, golden fern, muguet and gardenia fragrances. At right, muguet bath perfume and soap in colourful box. Also available in golden fern, muguet and gardenia. POTTER & MOORE, LTD.

**4.** In gay floral coffret are contained one orchid and one gardenia soaps and four bath cubes of each fragrance. CUSSONS, SONS & CO., LTD.

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**1.** In a white box with turquoise and gold motif are in a tin of autumn crocus talcum powder and two tablets of matching soap. The presentation is one of a series—a number of products (hand cream, etc.), and fragrances are available. INNOXA (ENGLAND), LTD.

**2.** "Velvet cream" soap and Elation dusting powder in striking box-pack. DOROTHY GRAY, LTD.

**3.** Lavender talc and soap in a choice of "French Pink," "French Moss" and the new "French Flowers" fragrances. J. C. & J. FIELD, LTD.

**4.** Three bath disks in a choice of dianthus, fern, gorse, lavender, lilac and rose perfumes. ROBERTS WINDSOR SOAP CO., LTD.

**5.** One tablet of soap and a polythene squeeze bottle of talcum powder available in two fragrances: "Heavenly" (pale blue), packed in bright pink box, and Viva (pale yellow), packed in a light green box. Both boxes have a design of golden and white snowflakes. GALA OF LONDON, LTD.

**6.** 4711 eau de Cologne talcum powder, soap and stick Cologne in box of familiar 4711 colours (turquoise and gold) with Christmas bells design. SCOTT & BOWNE, LTD.

**7.** The new tartan pack of "Scottish Heather" Cologne and soap "scented with the fresh tangy perfume of the heather" is described as a suitable gift for a man or a woman. H. BRONNLEY & CO., LTD.

**8.** A coffret containing two tablets of lavender toilet soap and a "junior size" bottle of lavender perfume. YARDLEY & CO., LTD.

**9.** Decorated with five choirboys the colourful Nivea coffret contains Nivea creme, creme soap and Blue Velvet hand lotion. SMITH & NEPHEW, LTD.

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**10.** The Evening in Paris silver and blue gift set contains perfume, hand cream, bath cubes and toilet soap. Other combinations are available. BOURJOIS, LTD.

**11.** Goya perfume, talcum powder and perfumed stick Cologne in a range of matching fragrances are contained in the "Santa Claus balloon" coffret. GOYA, LTD.

**12.** A large box of dusting powder available in French Fern, "Pink Lilac," "June Roses," and lily of the valley with eight tablets of toilet soap in assorted fragrances, packed in colourful gift coffret. MORNY, LTD.

**13.** Lavender talcum powder in puffer pack, toilet soap and bath cubes in gay gift box. Also available are many other combinations in the same series. J. GROSSMITH & SON, LTD.

**14.** "Fantastique," D'Orsay's newest perfume, is described as "a bouquet of flowers and fresh fruit." Distributors are STANLEY C. JOHNSON, LTD.

**15.** In blue and golden case are Blue Grass hand lotion and Flower Mist. ELIZABETH ARDEN, LTD.

**16.** Designed specially for the "junior miss" are "Let's Pretend" soap (six French-milled tablets in various colours) and "Let's Pretend" bubble bath. REVLON INTERNATIONAL CORPORATION.

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**1.** Centre, June soap and two bath cubes in cerise container. At left and at right are examples of a series of greetings cards with ballet illustrations to which a phial of "Tutu" perfume is attached. SAVILLE PERFUMERY, LTD.
**2.** A wicker-"bowl" presentation of 4711 eau de Cologne and soap. SCOTT & BOWNE, LTD.
**3.** Top left, a charming "Mademoiselle Dubarry" coffret of toilet articles for the teenager; centre, two colourful Christmas crackers containing one each of drum of talcum powder and bubble bath; right, one of a series of fuchsia-design boxes containing soap and bath cubes. DUBARRY PERFUMERY CO., LTD.
**4.** At left, gay "lantern" containing fourteen perfumed egg-shaped bath tablets; at right, four miniature bottles of Sorella bubble bath. JEAN SORELLE, LTD.
**5.** Hi-Fi gift set comprising fluid make-up, rouge and lipstick. MAX FACTOR HOLLYWOOD AND LONDON (SALES), LTD.
**6.** "Paris Mist" hand lotion and talcum powder in transparent container. INNOXA (ENGLAND), LTD.
**7.** "Gay Chiffon" cracker in transparent box (not shown) containing perfume. CYCLAX, LTD.
**8.** Lucien Lelong perfume, available in eleven fragrances, is being packed in the new carton (shown here). Agents: STANLEY C. JOHNSON, LTD.

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**1.** Top, twelve Bathjoys bath cubes; below, a stick of six Bathjoys available in lavender, bouquet and pine. The larger stick is in red and blue outer cover and the smaller in a choice of red, green and blue. RECKITT & SONS, LTD.

**2.** Three bath-size "Araby" soaps in dark red box with black and gold flecks. J. BIBBY & SONS, LTD.

**3.** Hand-painted soap novelties by Mem of Vienna available from the sole distributors in the United Kingdom, GEORGE SPENCER & SON, LTD.

**4.** Baby gift boxes containing, at top, Johnson's baby powder, soap, cream and lotion and cotton buds, and at bottom right, baby powder and soap. (The doll is not included in the packs.) JOHNSON & JOHNSON (GT. BRITAIN), LTD.

**5.** At left, the "Piggy" hot-water bottle, a recent addition to the "Countryside" series of W. W. HAFFENDEN, LTD.; at right, the Suba Flora hot-water bottle (in polythene wrapper, not shown) by WILLIAM FREEMAN & CO., LTD.

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**6.** Gay bathroom slippers in seasonal wrapping by SOLPORT BROS., LTD.

**7.** The Suba Maid range of colourful harlequin plastic leaf-shaped table mats. WILLIAM FREEMAN & CO., LTD.

**8.** At left and centre, seasonal packs of Pears soap and at right, the Pears baby pack containing two tablets of soap and a tin of baby powder. D. & W. GIBBS, LTD.

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**1.** A new set "for men of discernment" comprising "Honey and Flowers" dressing for the hair, wooden bowl of shaving soap and bottle of after-shave lotion. In searlet box with gold lettering. H. BRONNLEY & CO., LTD.

**2.** First gift packs for men by Max Factor include the "busy man's bar" in smart box and comprising after-shave lotion, cream hair dressing and Cologne with "finger-tip control tap 'dispensers.'" (See also No. 13.) MAX FACTOR HOLLYWOOD AND LONDON (SALES), LTD.

**3.** Containing after-shave lotion and a shaving stiek, the box is one example of a range of men's eoffrets with striking sailing design by POTTER & MOORE, LTD.

**4.** After-shave lotion, shaving soap in wood bowl and after-shave taleum powder in colourful easket by YARDLEY & CO., LTD.

**5.** One of the recently enlarged Shulton range of men's Old Spice packs, the red box shown contains distinetive bottles of after-shave lotion and pre-eleetric-shave lotion. SHULTON (GT. BRITAIN), LTD.

**6.** Silkashave shaving soap and pure bristle shaving brush—one of a series of men's eoffrets all with similar "knights in armour" design on red background. DUBARRY PERFUMERY CO., LTD.

**7.** Chevalier D'Orsay after-shave lotion in distinetive carton. STANLEY C. JOHNSON, LTD.

**8.** Imperial Leather brilliantine and shaving soap in colourful coffret with Elizabethan voyagers motif. CUSSONS, SONS & CO., LTD.

**9.** At left, leather-pattern earton of shaving soap in bowl and at right a similar carton eontaining bottle of after-shave lotion. At eentre, is a coffret containing shaving bowl, after-shave lotion, brilliantine and bath soap. J. & E. ATKINSON, LTD.

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**10.** After-shave lotion in plastic flask and hand-soap in sandalwood fragranee paeked in box with transparent top. ELIZABETH ARDEN, LTD.

**11.** A compaet but fully fitted travelling case of men's toilet requisites by E. R. HOLLOWAY, LTD.

**12.** Two novelty presentation packs each containing two Easy shaving sticks and an Easy push-up holder. The "bottle" pack ineorporates a real bottle opener "whieh will prove useful at Christmas." D. & W. GIBBS, LTD.

**13.** "Male Quartet" is another of the introductory grooming aids for men that are being introduced by Max Factor and for whieh it is elaimed that they will have "an instant appeal." It eontains shampoo, eream hair dressing, after-shave lotion and deodorant Cologne. MAX FACTOR HOLLYWOOD AND LONDON (SALES), LTD.

**14.** Two of the recently introduced "Mainly for Men" paeks. At left, box containing tube of lather shave, bottle of after-shave lotion and soap; at right, travel paek of tonie hair lotion and after-shave lotion. They are by CYCLAX, LTD.

**15.** Distinctive pack of lavender after-shave lotion by J. GROSSMITH & SON, LTD.

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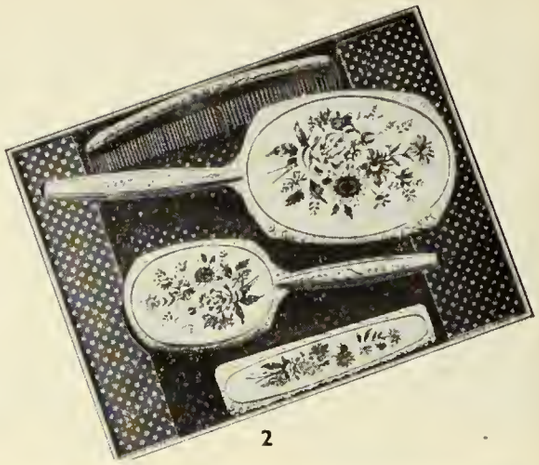
**1.** In striking and attractive coffret are "Le Numero Cinq" perfume and matching soap—one set of a series. MOLYNEUX ET CIE. (DESIGNS AND PERFUMES), LTD.

**2.** The four-piece "Harmony" dressing table set is decorated with petit point flower designs. HALEX DIVISION, BRITISH XYLONITE CO., LTD.

**3.** Two new Ebe presentations: At left, "window box" containing eighteen bath flowers in three "posies" of six flowers; at right, Ebe "country bouquet" of twelve individual packets of perfumed bath powder. OATINE CO.



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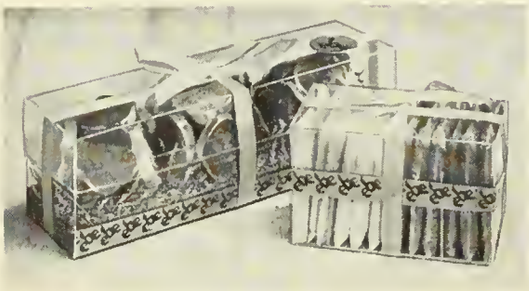

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**4.** Three packs for bubble baths: At left, bubble bath powder in drum; at centre, bubble bath liquid in squeeze bottle; at right, powder in polythene bag. DELAVELLE (GT. BRITAIN), LTD.

**5.** Bonne Sante lotion (left) and shampoo (centre) and "lemon cream" shampoo (right) by FRENCH OF LONDON.

**6.** A lady's toilet case, by E. R. HOLLOWAY, LTD.

**7.** Omy toilet range of soap, bath essence, perfume and at front centre, a silk-covered sachet boule for hanging in wardrobes. CULLINGFORD OF CHELSEA.

**8.** The Hanri Christmas range of perfumes and talcum powder by CAVALCADE BEAUTY PREPARATIONS, LTD.

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**1.** A Hartnell silk-lined gift casket of delicate pink colour, with name and coat-of-arms embossed in gold, containing "In Love" perfume, toilet water and bath oil. J. GROSSMITH & SON, LTD.

**2.** Christmas-tree "lanterns" pack of standard-size bottle of Californian Poppy perfume. J. & E. ATKINSON, LTD.

**3.** At left, Delage miniature perfumes in transparent plastic boxes; at right, colourful Christmas crackers containing Delage perfumes (six assorted). L.G.COLOMB & CO., LTD.

**4.** White Fire talcum powder and four bath cubes in gay box. Also available in chypre and pink camellia fragrances. J. GROSSMITH & SON, LTD.

**5.** Plastic toilet hold-alls with colourful and attractive designs. SOLPORT BROS., LTD.

**6.** At left, seasonal coffret of two bath soaps and box of dusting powder (choice of five fragrances); at right, coffret for men with shaving bowl and after-shave lotion (two fragrances available). MORNY, LTD.

**7.** "A fragrant box for the bathroom" of unusual and attractive design, containing talcum powder and bath salts in matching perfume. GOYA, LTD.

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# SHOPFITTING AND DISPLAY

**Shopfitting Aids Catalogue.**—A 58-p. catalogue of counters, pegboard fittings and others shopfitting and display aids is offered by Dudley & Co., Ltd., 451 Holloway Road, London, N.7.

**Self-adhesive Name Plates.** — John Gosheron & Co., Ltd., Packaging Tape Centre, Albert Embankment, London, S.E.11, announce the addition to their Tickotab range of products of a self-adhesive name plate which may be supplied in any shape or size to specific requirements. The name plates are available in a wide variety of base materials including P.V.C., ivorine, brass, alloy, aluminium, etc., and a wide variety of finishes (satinised, anodised, etched, engraved, etc.). There are no restrictions as to style or colours. The new Tickotab name plates are claimed to adhere successfully to most metals, wood, glass, plastics, rubber, "and many other difficult labelling surfaces."

**In the first International Exhibition of Display and Screen Printing held in London earlier in the year, the batiste award for merchandise counter "dispensers" was won by Olley & Rowley, Ltd., Norwood Buildings, Hoe Street, London, E.17, for a comb dispenser made for the Halex Division of British Xylonite Co., Ltd.**

**A "Do-it-Yourself" Signs System.**—Glo-lite Sign Co., Ltd., 2 Weston Rise, London, W.C.1, have developed a "Do-it-Yourself" sign-making kit called "Mak-a-Sign" consisting of raised letters in a variety of colours. Two are available, sizes ¾ in. high or 1¼ in. high in sets of 110. A mastic cement, "Eva-Grip," that does not harden, has been developed for use with the letters. The cement does not adhere to the fingers. There is one other type of letter, a thinner, plastic one, also sold in ¾ in. and 1¼ in. founts in four colours (red, black, yellow and blue). Those are self-adhesive, and readily adhere to glass, plastics, mirrors, showcards or any smooth surface by a suction action. They may be removed and re-used at will.

**A Warm-air "Curtain."** — Norris Warming Co., Ltd., Burley House, Theobalds Road, London, W.C.1, have designed and installed in a self-service store in Leeds a heat-barrier of warm air in place of conventional doors. The barrier protects the occupants of the shop whilst allowing the stock to be openly displayed to the public. The heat barrier consists of warm air discharged downwards in a vertical plane from a glass duct over the entrance. The source of heat is practically invisible. The air is drawn from an outside source and warmed and cleaned before being discharged. The store itself is also heated by warm air from the same plant. The installation is thermostatically controlled, and time-switches ensure economy of running. Special provision has been made to allow pre-heating of the store before opening. Conventional doors are used only when the store is closed.

**Gondola Display Stands.**—A range of Beanstalk gondolas with shelving to match suitable for pharmacies is offered by Beanstalk Shelving, Ltd., Chichester, Sussex. Unlike the traditional form of gondola which has a solid structure, incapable of alteration, the Beanstalk gondolas are designed to give great flexibility with the unusual advantage that height and length may be altered at will. There are seven main basic models, to which additions may be made. Trays may be used for formal or dump displays and trays and shelves may be set in any position, straight, canted or staggered, whilst removable grills are available (for back or front) to convert shelves to bins. The gondolas have an all-chrome finish that is hygienic and easy to clean. Complementary to the gondolas is Beanstalk shelving of welded mesh construction, which permits the maximum flow of light, and is also hygienic and easy to clean. The shelving incorporates the same new principles as the gondolas and an unusual and valuable feature is that shelves and trays may be combined. The latter are recommended for the bottom of each bay so that the merchandise becomes particularly conspicuous, particularly when canned or packaged goods are displayed in a horizontal position. With the labels showing upwards, the lowest part of the shelving bay attracts a far greater volume of sales than is the case with conventional shelving.

**Designed and manufactured by Displaywork, Ltd., 12 Henrietta Street, London, W.C.2, for Smith & Nephew, Ltd., this revolving counter display unit takes large and small tins of Elastoplast, large and small packets of Airstrip, spools of adhesive, and two packets of dressing strip. Messrs. Displaywork also designed and made the Natusol counter "dispenser" (see *C. & D.*, May 3, p. 477).**

**Beanstalk Gondola display stand (Beanstalk Shelving, Ltd.).**

**Plastic Flooring.**—A new sheet flooring that is claimed flexible, resilient and quiet to the tread, has been introduced by Marley Floorings, Ltd., Sevenoaks, Kent. MarleyFlor No. 1 is made from vinyl plastic and the manufacturers are making available a supply-and-fix service. In all-through colours relieved with "marbling," MarleyFlor No. 1 has a wearing surface of vinyl reinforced with asbestos fibre. It is backed and supported by a layer of a vinyl compound, which contains no material that could decay. In 48-in.-wide rolls, MarleyFlor may be fixed permanently with adhesive or may be put down loose and removed later if required. The non-absorptive surface of MarleyFlor simplifies maintenance, because dust or dirt cannot become ingrained, and it is resistant to staining and damage from a wide range of chemicals. It should not be laid on floors below ground level or in any way liable to rising damp.

# QUALITY

*in White Flint*

# GLASS CONTAINERS

RECTANGULAR TABLET BOTTLES

*Nos. 1 to 6 sizes*

OVAL TABLET BOTTLES

*Nos. 1 to 7½ sizes*

**SCREW CAPS** (*White enamelled tinplate, Satin finish aluminium and Black plastic*) *are available for all sizes.*

* **Prompt delivery from stock**
* Packed in easily handled cartons

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SKYROCKET YO
SALES WITH
Evening in Paris
TALC
BOURJOIS
Evening in Paris
TOILET SOAP
BOURJOIS
Ashes of Violets
TOILET SOAP
Ashes of Roses
TALC
(C 149) Evening in Paris Talcum Powder, Bath Cubes and 2 Tablets Toilet Soap 8/-.
(C 124) Evening in Paris Perfume, Bath Cubes and Toilet Soap 6/3d.
(C 152) Ashes of Roses—2 Tablets Toilet Soap, Talcum Powder and Bath Cubes 4/6d. Also in Violets and Lavender.
(C 126) Evening in Paris Perfume with 2 Toilet Soaps 6/-.
(C 148) Evening in Paris Cologne and Bath Cubes 6/6d.

# UR CHRISTMAS BOURJOIS

(C 105) Ashes of Violets Perfume and 2 Tablets Toilet Soap 4/5d.
Also in Roses.

(C 150) Large coffret containing Evening in Paris Perfume, Toilet Soap, Hand Cream and Bath Cubes 9/-.

(C 125) Evening in Paris Talcum Powder and Bath Soap 6/3d.

(C 155) Lavender Toilet Soaps and Bath Cubes, in transparent wrapping 2/5d.
Also in Roses and Violets.

## PACKS BURSTING WITH COLOUR

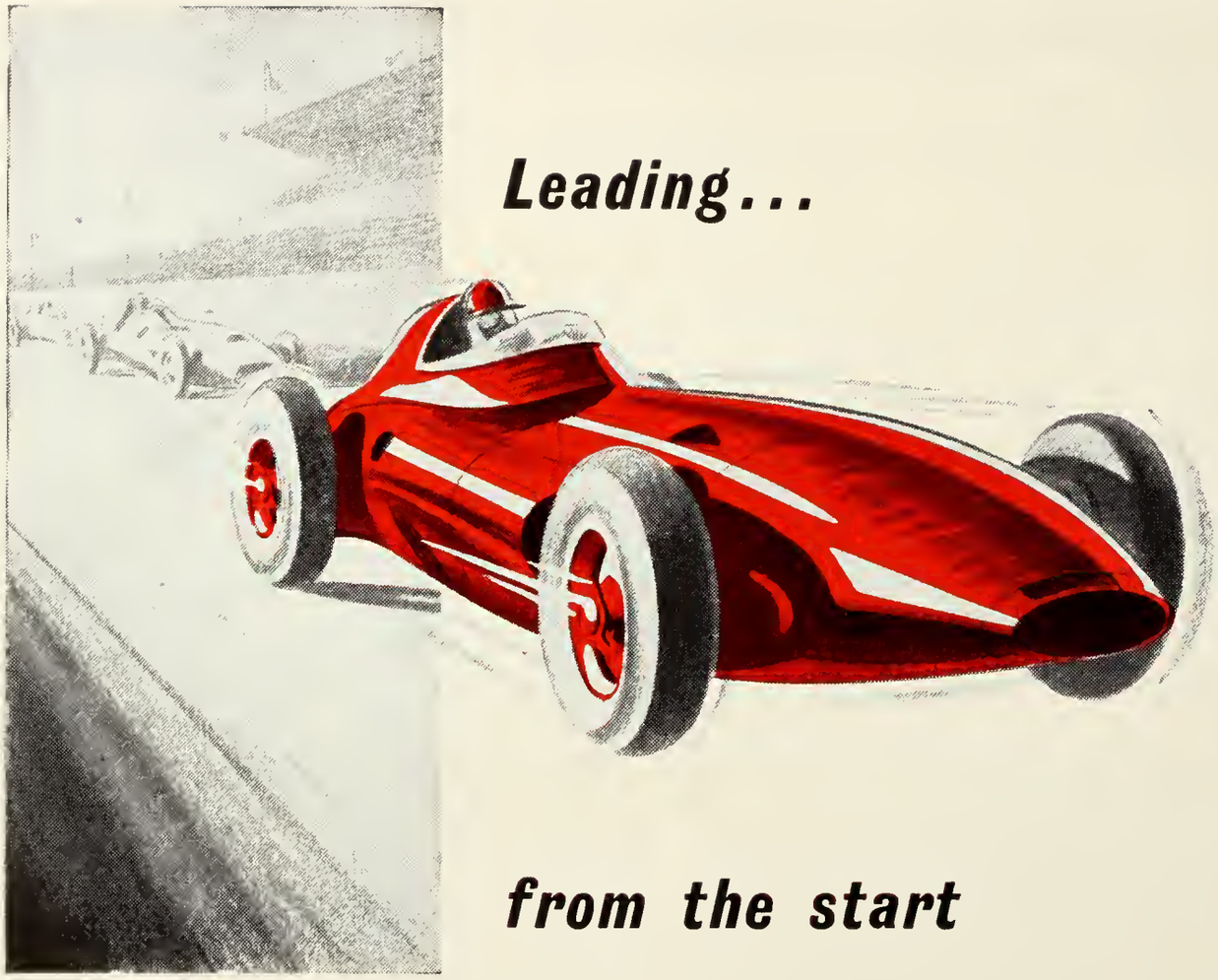
Holly red, green and silver motives sizzle against a glossy midnight blue background — giving the Bourjois Christmas Packs instant sales appeal.

## COLOUR-BRIGHT ADVERTISING

Gift-buying people by the million will see the full-colour Bourjois advertisements this Christmas. Brilliantly eye-catching—they appear in all the most popular women's and illustrated magazines. Also half page black and white advertisements in the National Press.

## CHRISTMAS PRESENT PROFITS FOR YOU

—stock up with Bourjois—Display Bourjois—and enjoy a prosperous Christmas and New Year.



# Leading...

# from the start

'V-CIL-K' brand penicillin V potassium gets off to a quick start with absorption rates so rapid that peak blood levels are achieved within thirty minutes. Moreover, these levels are consistently higher than those given by any other kind of oral penicillin. Fully effective orally, 'V-CIL-K' combines the rapidity of the parenteral route with all the advantages of oral treatment.

The dose is 125–250 mg. four times daily. Available as tablets of 60 mg., 125 mg. and 250 mg.

**'V-CIL-K'**

PENICILLIN V POTASSIUM

Lilly

ELI LILLY & COMPANY LTD · BASINGSTOKE · ENGLAND

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

28 Essex Street, Strand, London, W.C.2

TELEPHONE CENTRAL 6565

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

## Science in Business

SIR Alexander Fleck's timely presidential words to the British Association at Glasgow upon the necessary partnership of science and business (see p. 230) will seem to most pharmacists the most obvious common sense. In their own way pharmacists have been accepting and practising the science/business relationship throughout their careers. In the chemical and pharmaceutical industries, too, commercial but non-technical management of the highest calibre would still fail to achieve fullest success. The line of thinking which Sir Alexander put forward has been responsible for the current prosperity of this country's pharmaceutical industry. It needs now to be applied generally throughout industry and to become understood and recognised in lay and Government circles. Excessive criticism of the pharmaceutical industry, and ill-informed opinions expressed at any mention of drug costs in the National Health Service, would be one disappearing but easily spared "victim" of that wider understanding. Critics of that kind may be referred not only to Sir Alexander Fleck's advice, given with so much authority, but also to the report for 1957 of the Science and Industry Committee. A point made in that report was that technically progressive companies were commercially the most enterprising and also showed the greatest financial skill. The enterprise and the vision to invest in research are essential factors in successful competition in overseas pharmaceutical markets, and both are apt to be retarded by ignorant criticism. If the climate of public opinion were but made more favourable, by a wider acknowledgment of the potentialities of applied science, Britain could very easily be in the vanguard of the second industrial revolution.

## Cosmetics in Canada

TOILET preparations provide a useful contribution to the United Kingdom's exports. In 1957 total shipments were valued at £10 millions, and in the first six months of 1958 at nearly £5 millions.

Finding new markets in the present competitive conditions is no easier for those products than for any other consumer product, yet there are countries where, because the population is growing so rapidly, demand is on the increase. One such country is Canada, and no apologies are called for in returning again to the potentialities of that market. The report of the Dollar Exports Council delegation which visited the Dominion recently (*C. & D.*, August 2, p. 121) described it as "tough but rewarding." The Board of Trade recently issued (see p. 253) a market digest (prepared for it by the United Kingdom Trade Commissioner service in Canada) on perfumery and toilet preparations in that country. The digest indicates that the only approach likely to prove successful is to establish a subsidiary in Canada for the importation of ingredients and the manufacture of complete ranges of cosmetics. A few imported lines have sold well where they have been specially designed to appeal to selected age groups. To try to procure facilities for packaging imported products would, says the report, both prove costly and unlikely to attain success, unless accompanied by very substantial advertising. The big advantages that the United States subsidiaries enjoy in the market hardly need stressing, but are referred to in the report.

One encouraging element in the situation is that more than half of the total output of cosmetics in Canada is sold through pharmacies, despite competition from new retail outlets. The rate of discount (at least 40 per cent. from the retail price), must be the envy of British pharmacists, who must be content, thanks largely to the continued existence of a high purchase-tax rate, with something between 18 and 24 per cent., according to product.

A correspondent in *The Times*, commenting on September 2 on the problems of British manufacturers in Canada, attributes some of them to "the peculiarities of the Canadian customer." "The consumer here considers it his unquestioned right to return any article not because of defect but simply because he does not want it . . . Canadian firms are under no illusions about all this, and they treat it as part of selling." One thing he recommends is that Canadian advertising agents should be employed. "To a Canadian, an advertisement . . . is the dominant factor in his buying." It is a mistake to try and transplant British advertising campaigns because Canada is made up of "dozens of nationalities." Climates, shopping habits and tastes differ so much that few Canadian companies even attempt to market their products from coast to coast—a view rather at variance with the report. "The rôle of the advertiser must not only be truly Canadian but truly local."

## Christmas Trading Prospects

IN our annual illustrated guide to Christmas gifts for chemists to stock (see p. 237) new products vie for space with standard products in seasonal attire or combinations of products in special packs. The stimulus that Christmas gives to buying is reflected in the diversity of presentations that manufacturers are offering. This year however, though the range is still wide, some of the larger manufacturers who usually produce special Christmas packs have decided that their standard ranges will suffice. It remains to be seen whether, in view of increasing competition, particularly in the cosmetics business, that policy comes to be followed by other manufacturers in the future. At all events some manufacturers have arrived at outstanding designs for their special presentations this year. Particularly notable are some of the packs designed specifically for men. In the past we have noted the increasing tendency to follow the American trend towards the ever wider use of men's cosmetics, and the introduction over the past few years of such items as aerosol packs of shaving cream and lather have given an added impetus to competition in that field. The two pages devoted to

men's packs in the guide reflect the improvements that have been made and the ingenuity that is being shown by manufacturers in meeting a steadily increasing demand—a peculiarly Christmas demand, too, because it does not necessarily come from the men themselves direct but comes rather from women seeking something new to give their menfolk.

# Onward from Galen

## A CURRENT CAUSERIE

A LETTER published in the *Manchester Guardian* on August 29, over the signature of Mr. R. Barrington Brock (president of the Scientific Instrument Manufacturers' Association), criticises school purchasing methods. "In industry," Mr. Brock writes, "most laboratory purchases are made by departments which are technically competent. . . . " The school science teacher must accept, in 56 per cent. of maintained and aided grammar schools, apparatus purchased upon a price basis by a non-technical committee. Judgment based upon price has, he alleges, resulted in a "progressive lowering of standards," causing some of the largest manufacturers to refuse to supply to tenders of that sort.

★

HOW useful a local historian a pharmacist can be has been proved once again by Mr. John Richards, whose "Cowbridge Story," published in 1957, was noticed in these columns. Mr. Richards has recently published "The Ogmore Story," which is an account of the topography, history and folk-lore of the Lordship of Ogmore. Ogmore river has little fame as a waterway because it is non-navigable, but on it, or more strictly on its tributary the Ewenny, once stood Ogmore Castle, built by William de Londres in 1116. Such a site and its surroundings must offer much of historical interest and Mr. Richards has made it his business to bring it together and preserve it. The publication is small (only twenty 16-mo. pages) but full of information, supplemented by a plan, and a photographic illustration of the local potter carrying on a craft practised locally since 1610 and since before 1800 by members of the Jenkins' family.

★

ONE does not find opportunity to visit the Wellcome Historical Medical Library often enough to see all the good things that are put on show there for limited periods. Had it not been for a *Manchester Guardian* columnist we might have missed a most interesting and human recent exhibit that is about to yield place, we understand, to other material. From Sir Henry Wellcome's seemingly inexhaustible collections the librarian unearthed some letters written by Sir Charles Darwin, and the letters reveal Darwin's essential modesty and the type of courage it takes to admit errors. He writes upon one occasion in 1876 "I have published only one paper with the Royal Society . . . and my conclusions have proved erroneous." In another letter—to the *Contemporary Review*—in which he aims to assist an American friend to secure publication of an article, he apologises for asking the favour and offers to pay the publishers. In borrowing a specimen from Stuttgart Museum he asks the Museum to "confer on a fellow naturalist and traveller the great favour of a loan."

★

BETWEEN 1953 and 1955 an American ethnologist (R. Gordon Wasson) and his wife made several expeditions into remote regions of Mexico where they studied the mode of use of certain mushrooms used in religious rites in Mexico that were credited with mystic powers for over 1,500 years and are still used in Indian rituals. Under the influence of the fungi persons taking part in the rites enter into a kind of trance in which they experience visions in colour. The American pair described their experience of the hallucinatory effects of the fungi and their accounts aroused considerable interest in the medical world. In the summer of 1956 Professor Roger Heim (director of the *Muséum d'Histoire Naturelle*, Paris, France) accompanied Wasson on another expedition into remoter Mexican territories. They collected a large quantity of fungi for study. The species were all pileate fungi (Basidiomycetes). Most were new species which Professor Heim identified and described. Cultures of some of the species were successfully grown on a large scale in Paris. Co-operation with workers of the Sandoz research laboratories in Basle led to the elaboration of other methods for cultivating a particularly active species: *Psilocybe mexicana*, Heim. When the fungi were grown under certain conditions on artificial culture media numerous massive nodular structures (sclerotia) developed in the growing mycelium, replacing the usual sporophores. The intoxicating substance was found to be present in the fungal growth that developed in artificial culture. The active substance was extracted and isolated as a white crystalline powder soluble in water. The substance, called psilocybin, has been identified as a derivative of indole. The state of intoxication produced by psilocybin disappears within a few hours, leaving no after-effects. The intoxicated subject remains conscious and can give an accurate description of his condition. Further work is being carried out upon the compound.

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*CARTOON WITHOUT COMMENT*

*FIFTY YEARS AGO*

## A MOVE TO BAN PROPRIETARIES

*From the* C. & D., *September* 5, 1908

THE medical legislators at the back of the attempts which have been made in various colonies to check and ultimately to suppress altogether the sale of proprietary medicines are no doubt honestly persuaded that their communities would be truly blessed if their sick, lame, and distempered mem-

bers were compelled to accept their diagnostic skill, and no other body's, and pay their usual fees. A clear-out of patent medicines is obviously the most practicable first step towards the thorough house-cleaning which they contemplate. With respectful sympathy with the pharmacists and population generally of the Orange River Colony I can almost find it possible to regret that Dr. Pratt Yule should have failed to get his Parliament to take this first step. It would have been so interesting to have seen what the next would have been. The Bill framed by Sir Victor Horsley and the Political Committee of the British Medical Association prescribing a £100 penalty and imprisonment with or without hard labour for any unqualified person who should practise medicine for gain is an admirable ultimate ideal, but on the Orange River as on the Thames it can only be reached by easy stages.

# PHARMACIES OF BRITAIN—73

*A THREE-GENERATION PHARMACY AT ALCESTER*

*THE busy rural pharmacy of Adcock (Adcock, Chemist, Alcester, Ltd.), at 51 High Street, Alcester, Warwicks, has been carried on in the same 400-year-old premises since 1872, though not without change, for in 1950 the shop front was restored to the form it had in 1815 as shown in a sketch of the period. The business was handed down in the same family for three generations, and the apprenticeship documents of each have been preserved. They are, in fact, on exhibition at the premises. Managing director of the present limited company is Mr. W. J. Adcock, M.P.S., D.B.A.*

# GUIDE TO NEW MEDICAMENTS

**Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable from the Editor. Notes on the products are given on p. 252.**

THE CHEMIST AND DRUGGIST Guide to New Medicaments, September 6, 1958

## HYDRO-ADRESON lotion

MANUFACTURER: Organon Laboratories, Ltd., Brettenham House, Lancaster Place, London, W.C.2.

DESCRIPTION: A skin lotion in two strengths containing respectively hydrocortisone 0·5 per cent. and 1 per cent.

INDICATIONS: Dermatitis (atopic, contact, eczematoid, exfoliative, medicamentosa, nummula, seborrhoeic), allergic eczema, lichen simplex, neurodermatitis, pruritus, otitis externa. Not to be used for tuberculous skin conditions.

METHOD OF USE: Apply to affected part two or three times daily, gradually decreasing frequency. The strength of lotion will depend upon severity of the condition. In resistant cases, a more rapid response is sometimes achieved by giving concurrent systemic therapy.

HOW SUPPLIED: In plastic bottle containing 20 mils.

FIRST ISSUED: April 1958.

POISONS CLASSIFICATION: P.1.

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## TESSALON

MANUFACTURER: CIBA Laboratories, Ltd., Horsham, Sussex.

DESCRIPTION: Perles each containing 100 mgm. of nonaethylene glycol monomethyl ether p-n-butylamino-benzoate.

INDICATIONS: Tessalon is indicated where suppression of coughing is considered clinically desirable.

DOSAGE: One 100-mgm. perle to be swallowed three or four times daily. Dose may be doubled if necessary. Effects usually apparent in 20–30 minutes, and last 3–8 hours.

HOW SUPPLIED: In bottles containing twenty-five, 100 and 500 tablets.

NOTES: The perles should not be crushed or dissolved in the mouth otherwise a temporary local anæsthesia of the oral mucosa will be produced.

FIRST ISSUED: July 1958.

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THE CHEMIST AND DRUGGIST Guide to New Medicaments, September 6, 1958

## NICOPYRON

MANUFACTURER: H. Trommsdorf, Aachen, Germany. *Importer:* German Ethicals, 56 Redbreast Road, Moordown, Bournemouth.

DESCRIPTION: Nicotinamide-1·5-dimethyl-2-phenyl-3-pyrazolone, 0·2 gm. in dragee or 0·4 gm. in suppository.

INDICATIONS: Acute, sub-acute and chronic rheumatic conditions; neuritis; migraine.

DOSAGE: Dragees: 1 or 2 to be taken three times a day. Suppositories: 2 or 3 to be used daily according to the condition to be treated.

HOW SUPPLIED: In containers of twenty, fifty, 250 and 1,000 dragees and boxes of six and fifty suppositories.

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## DEQUADIN pessaries

MANUFACTURER: Allen & Hanburys, Ltd., Bethnal Green, London, E.2.

DESCRIPTION: Pessaries, each containing dequalinium chloride, 10 mgm.

INDICATIONS: Monilial vaginitis, trichomonal vaginitis, non-specific vaginitis, pruritus of vulvæ and vagina.

METHOD OF USE: One pessary is inserted as high in the vagina as possible night and morning by means of an applicator supplied with the pack.

HOW SUPPLIED: In box of thirty pessaries, with applicator.

FIRST ISSUED: June 1958.

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## CHYMAR-ZON

MANUFACTURER: The Armour Laboratories (Armour Chemical Industries, Ltd.), Hampden Park, Eastbourne.

DESCRIPTION: Lyophilised $\alpha$-chymotrypsin in dry powder and reconstituted for use with Ringer's solution.

INDICATIONS: Zonulolysis—lens extraction in cataract surgery.

DOSAGE: 25 Armour units in 0·25 mil of Ringer's solution (compound sodium chloride solution for injection).

HOW SUPPLIED: In carton containing a vial of 100 Armour units $\alpha$-chymotrypsin with a vial of 1 mil Ringer's solution for reconstitution and a vial of 1 mil Ringer's solution (irrigation).

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## MARBADAL "C" vaginal tablets

MANUFACTURER: Farbenfabriken Bayer, A.G., Leverkusen, Germany. *Distributors*: Levmedic, Ltd., 37 Bedford Row, London, W.C.1.

DESCRIPTION: Vaginal tablets each containing 0·5 gm. of p-aminobenzene-sulphonylthiourea salt of aminotoluene-p-sulphonamide, 0·5 gm.; diethyldioxystilbene dipropionate, 0·05 gm.; carbohydrates; and dispersing agents.

INDICATION: Leucorrhœa.

DOSAGE: One tablet is used every evening for 6–10 days.

HOW SUPPLIED: In boxes containing six and thirty tablets.

FIRST ISSUED: July 1958.

SUPPLY RESTRICTIONS: P.1, S.4.

REFERENCES: *Revue des Progrès Therapeutiques*, 1955. **24.** 139.

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## REFAGAN

MANUFACTURER: Farbenfabriken Bayer, A.G., Leverkusen, Germany. *Distributors*: Levmedic, Ltd., 37 Bedford Row, London, W.C.1.

DESCRIPTION: Tablets each containing salicylamide, 0·2 gm; phenacetin, 0·2 gm.; caffeine, 0·05 gm.; Incidal, 0·015 gm.

INDICATIONS: For the treatment of influenzal infections, common colds and catarrhal conditions of the upper respiratory tract.

DOSAGE: *Adults*: One tablet three times a day, increased to two tablets three times a day in more severe infections. *Children*: One-half to one-third adult dose, according to age; at the first sign of a cold.

HOW SUPPLIED: In tube of ten and bottle of 100 tablets.

FIRST ISSUED: July 1958.

REFERENCES: *Arztl. Praxis*, 1955. **7.** 12. *Med. Klin.*, 1955. **50.** 2215. *Medizinische*, 1955. 1580.

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## INCIDAL

MANUFACTURER: Farbenfabriken Bayer, A.G., Leverkusen, Germany. *Distributors*: Levmedic, Ltd., 37 Bedford Row, London, W.C.1.

DESCRIPTION: Tablets each containing 50 mgm. of 5-benzyl-1:2:3:4-tetrahydro-2-methyl-$\alpha$-carboline.

INDICATIONS: Hay fever, vasomotor rhinitis, urticaria, eczema, bronchial asthma of allergic derivation, etc.

DOSAGE: *Children* up to two years, 1–2 tablets a day; 2–5 years, 1–3 tablets a day; 5–10 years, 2–4 tablets a day; from ten years, adult dosage. *Adults*: 2–6 tablets a day divided into several single doses.

HOW SUPPLIED: In bottles containing ten and 250 50-mgm. tablets.

FIRST ISSUED: July 1958.

REFERENCES: *Dtsch. med. Wschr.*, 1954. **79.** 809. *Medizinische*, 1954. 336.

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## NIVEMYCIN lotion

MANUFACTURER: Boots Pure Drug Co., Ltd., Station Street, Nottingham.

DESCRIPTION: A lotion containing 5 mgm. of neomycin sulphate in each mil.

INDICATIONS: Impetigo, folliculitis, ecthyma, boils, infective eczema, infected dermatoses, wounds and burns, otitis externa and superficial ulcers (varicose and trophic). Prophylactic against secondary infection in herpes simplex and in suppurative conditions such as paronychia and infected sebaceous cysts to prevent the spread of infection to adjacent areas. As a prophylactic after surgery.

METHOD OF USE: By application 3–5 times daily.

HOW PACKED: In plastic squeeze-bottle containing one fl. oz.

FIRST ISSUED: July 1958.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

REFERENCES: *Brit. Med. J.*, 1954. **1.** 314. *J. Amer. med. Ass.*, 1952. **148.** 339. *J. Amer. med. Ass.*, 1952. **148.** 334.

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## NIVEMYCIN tablets

MANUFACTURER: Boots Pure Drug Co., Ltd., Station Street, Nottingham.

DESCRIPTION: Tablets each containing 0·5 gm. of neomycin sulphate.

INDICATIONS: For the pre-operative sterilisation of the alimentary tract and for treating intestinal infections.

DOSAGE: For sterilising the alimentary tract prior to surgery, two tablets are given every four hours for 2–3 days before operation. For treating intestinal infections, the adult dose is 1–2 tablets three times daily for 3–6 days. Children should be given 25–50 mgm. per kilo of body weight in divided doses for 3–6 days.

HOW SUPPLIED: In container of twenty tablets.

FIRST ISSUED: July 1958.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

REFERENCES: *Lancet*, 1957. **2.** 1218. *Antibiot. med.*, 1955. **1.** 20. *Prac. Mayo. Clin.*, 1955. **30.** 371. *Lancet*, 1955. **2.** 950.

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## DELTASTAB injection

MANUFACTURER: Boots Pure Drug Co., Ltd., Station Street, Nottingham.

DESCRIPTION: A sterile suspension of prednisolone acetate for intra- or peri-articular injection, each mil containing 25 mgm.

INDICATIONS: Arthritic conditions such as rheumatoid arthritis, osteoarthritis, acute gouty arthritis, etc., by intra-articular injection. Certain soft-tissue lesions such as tennis-elbow, etc., by peri-articular injection.

DOSAGE: 2·5–25 mgm. according to the size of joint and type of lesion.

HOW PACKED: In rubber-capped vial containing 5 mils of suspension.

FIRST ISSUED: July 1958.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

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## CIBA 1906

MANUFACTURER: CIBA Laboratories, Ltd., Horsham, Sussex.

DESCRIPTION: Ciba 1906 (formerly SU 1906) is 4-butoxy-4′-dimethylaminodiphenyl thiourea, often abbreviated to DPT (also known as thiocarbanilide). It is a white, almost tasteless powder melting at 91° to 94° C. It is sparingly soluble in water and readily soluble in acetone. It is active when given by mouth and is presented as 0·5 gm. tablets.

INDICATIONS: Leprosy.

DOSAGE: Usually 25 to 40 mgm./kilo. See literature for details.

HOW PACKED: In container of 1,000 0·5-gm. tablets.

FIRST ISSUED: July 1958.

REFERENCES: *Leprosy Review*, 1956. **27.** 94. *Leprosy Review*, 1958. **29.** 25. *E. Afr. med. J.*, 1957. **34.** 395.

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## TRYPURE NOVO STABILIZED

MANUFACTURER: Novo Terapeutisk Laboratorium, A.S., Copenhagen N., Denmark. *Distributed* by Evans Medical Supplies, Ltd., Speke, Liverpool, 24.

DESCRIPTION: Pure crystalline trypsin stabilised by the addition of a calcium salt, and having a proteolytic activity of 25 Anson units per gm.; contains 2·5 per cent. of crystalline stabilised trypsin in a physiologically inert, water soluble, polyethylene glycol powder base.

INDICATIONS: Enzymatic debridement of necrotic tissue and liquefaction of purulent viscid accumulations and clotted blood in wounds, burns, ulcers, abscesses and fistula. Bronchial and muco-purulent secretions show decreased viscosity and adhesion following aerosol administration.

METHOD OF USE: *Topical*: Dry application: requires 50 mgm. of stabilised powder for 50 sq. cm. of wound surface. Alternatively 2 gm. of dispersible powder is sufficient for areas of between 100 and 200 sq. cms. *Wet application*: 50 mgm. of stabilised powder are dissolved in 10–15 mils of saline before use. *Aerosol inhalation*: 50 mgm. of stabilised powder is dissolved in 15 mils of saline and 2–4 mils inhaled for ten to twenty minutes.

HOW SUPPLIED: In bottle containing 1 gm. of stabilised powder. In plastic sprinkler bottle containing 2 gm. of dispersible powder. In dual pack comprising two 20-mil bottles containing respectively 50 mgm. of stabilised powder and 15 mils of sterile normal saline.

REFERENCES: *J. invest. Derm.*, 1954. **23.** 7; *Presse méd.*, 1955. **63.** 1356. *Medizinische*, 1957. **16.** 575; *Praxis*, 1957. **46.** 1056.

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## DONNATAL

MANUFACTURER: A. H. Robins Co., Ltd., 5 Fenchurch Street, London, E.C.3.

DESCRIPTION: Tablets each containing hyoscyamine sulphate, 0·1037 mgm.; atropine sulphate, 0·0194 mgm.; hyoscine hydrobromide, 0·0065 mgm.; phenobarbital, (gr. ¼), 16·2 mgm.

INDICATIONS: Spastic colon, mucous colitis; diarrhœa; dysentery; chronic cholecystitis; biliary colic; cardiospasm; pylorospasm; peptic ulcer; hyperacidity; nausea of pregnancy; motion sickness; pyelitis with tenesmus; ureteral colic; vesical spasm; strangury; enuresis (nocturnal) prostatitis; cystitis; bladder contraction (in tabes dorsalis) dysmenorrhœa; angina pectoris; cardiac neuroses and psychoses; selected cases of hypertension; alcoholism; delirium tremens; paralysis agitans; parkinsonism.

DOSAGE: *Adults*: 3–9 tablets daily according to severity of the conditions. *Children*: ½ to 1 tablet three or four times daily, depending upon age and conditions.

HOW SUPPLIED: In bottle containing fifty tablets.

FIRST ISSUED: August 1958.

SUPPLY RESTRICTIONS: P.1 S.4.

REFERENCES: *Union med. Canada*, 1957. **86.** 205. *Am. J. Gastroenterol.*, 1957. **27.** 180. *Postgra. Med.*, 1957. **21.** 406.

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## ROBAXIN

MANUFACTURER: A. H. Robins Co., Ltd., 5 Fenchurch Street, London, E.C.3.

DESCRIPTION: Tablets each containing 0·5 gm. of methocarbamol (3-(o-Methoxyphenoxy)-2-hydroxypropyl-1-carbamate).

INDICATIONS: Acute back pain (1) associated with muscle strain, (2) secondary to trauma, (3) incident to nerve irritation. Relief of muscle spasm secondary to disc lesions and post-operative pædiatric procedures; bursitis; torticollis; disease states manifesting neuromuscular dysfunction.

DOSAGE: *Adults*: Minimal initial daily dose 4 gm. May be increased to maximal daily dose of 9 gm., depending on severity of muscle spasm. Two tablets 4 times daily up to a maximum of 3 tablets every 4 hours.

HOW SUPPLIED: In bottle containing fifty 0·5-gm. tablets.

FIRST ISSUED: August 1958.

REFERENCES: *J. Amer. med. Assn.*, 1958. **1.** 167 and **2.** 160 and *J. Amer. pharm. Assn.*, 1957. **46.** 374. *J. Pharm. & Exper. Therap.*, 1957. **119.** 161.

# NOTES ON NEW MEDICAMENTS

**Comments on items given in Guide to New Medicaments (pp. 250-51), especially to show their relationship—pharmacological or chemical with other products or compounds.**

CHYMAR-ZON.—Contains $\alpha$ chymotrypsin. This product is designed for use in ophthalmic surgery, as it has a selective action on the fibres connecting the lens to the ciliary body. Its use facilitates the intracapsular extraction of the lens. Zonulysin is a similar product.

ORASECRON.—*Constituents:* Ethisterone (ethinyltestosterone) and ethinylœstradiol. The former, when given orally, produces physiological effects similar to those of progesterone; ethinylœstradiol is the most active œstrogen known. Mixtures of progesterone and œstrogens were employed by Zondek for the treatment of secondary amenorrhœa, as in suitable doses those hormones can, in the absence of pregnancy, induce uterine bleeding. That principle is used as an indirect test for pregnancy and bleeding following administration of those hormones indicates that the patient is not pregnant. The converse is true: pregnancy diagnosis is confirmed when bleeding does not follow administration. Amenorone Forte is a similar hormone product. Other drugs used as pregnancy tests include neostigmine (Prostigmin) and pyridostigmine (Mestinon).

INCIDAL.—*Chemistry:* 3-N-methyl-9-benzyltetrahydro-y-carboline as the naphthalene-1:5-disulphonic acid salt. This compound has a powerful antihistamine action which is free from side-effects such as drowsiness and headache. It is therefore suitable for day-time therapy of allergic conditions. Most antihistamines have sedative effects, and may cause dulling of mental alertness, though phenindamine (Thephorin) is an exception.

MARBADAL. — *Chemistry:* *p*-aminobenzenesulphonylthiourea-aminotolyene *p*-sulphonamide and diethyldioxystilbene dipropionate. The latter is an œstrogen (stilbœstrol is diethyldihydroxystilbene) and when applied locally restores the œstrogen level, improves local circulation, and assists in the production of a normal vaginal epithelium. The sulphonamide derivative is effective in removing the secondary infections associated with leucorrhœa. Carbohydrates are also included to encourage the growth of the Döderlein's bacillus, which normally occurs in the vagina. Other preparations used in leucorrhœa are diiodoquin (Floraquin), Viozol (iodochlorhydroxyquinoline with formaldehyde sulphathiazole) and Kolpon (œstrone). Pessaries containing organic mercury and arsenical compounds are effective against trichomoniasis.

TEOQUIL.—*Chemistry:* Hexadeca-methylene-1:16-bis-isoquinolinium chloride (hedaquinium chloride). Many compounds possessing a chemical structure related to quinoline exhibit antimycotic properties. Hedaquinium is effective in low concentration against many mycelial fungi, to a lesser extent against yeast-like organisms, and is also effective against gram-positive bacteria. That combined action is of value in fungal diseases complicated by secondary bacterial infection. The drug does not penetrate keratinised tissue, and is therefore not suitable for fungal infections of the nail bed. Hydroxyquinoline is one of the early quinoline compounds used as a fungistat; newer compounds are represented by chlorquinaldol (5:7-dichloro-8-hydroxy-2-methylquinoline) and dequalinium (decamethylene-bis-4 aminoquinaldinium chloride). The former is the active constituent of Steroxin ointment and Siogen lozenges, the latter of Dequadin lozenges and paint. Other antifungal agents include Asterol (6-[2-diethylaminoethoxy]-2-dimethylaminobenzthiazole), salicylanilide, chlorphenesin (Mycil), zinc undecenoate (Tineafax, Mycota, Fitoban) sodium propionate (Procid, Sopronol), organic mercurial derivatives (Calped, Penotrane, Merthiolate), and glyceryl triacetate (Glyped).

OVESTIN.—*Chemistry:* Oestriol is a naturally occurring oestrogen; regarded as a metabolic derivative of oestradiol. It is now known to have a selective action on the cervix and vagina and has also a stimulant action on atrophic vaginal epithelium. The use of the drug in dysmenorrhœa and vaginitis is based on those properties. Other œstrogens have the disadvantage of also causing some endometrial growth, so that when the drug is stopped withdrawal bleeding may occur. Hormone products used in dysmenorrhœa include Estigyn, Ethidol, Eticyclin and Lynoral (ethinyloestradiol), methyltestosterone, and Femandren and Mepilin (methyltestosterone and ethinyloestradiol).

COSCAPIN.—*Chemistry:* Narcotine, now often referred to as noscopine. This alkaloid of opium has long been known to be devoid of narcotic properties, but in 1954 it was found to be as effective as codeine in suppressing induced cough. Further work showed that narcotine had some bronchodilating activity, and unlike codeine did not cause constipation. That combination of properties makes narcotine of value in the relief of unproductive cough. No side-effects have been observed even after long periods, and no addiction or habituation has been reported. Nicolane linctus also contains narcotine as the active constituent.

PIPTAL.—*Chemistry:* N-ethyl-3-piperidyl-benzilate methobromide. This anti-cholinergic drug has a spasmolytic activity comparable with that of atropine. It also has a powerful antisecretory action, reducing the secretion of gastric acid, but that is achieved without the side-effects associated with the use of the belladonna alkaloids.

Other synthetic anticholinergic preparations used in spasm and hypersecretion include oxyphenonium (Antrenyl), dicyclomine (Merbentyl, Wyovin), adiphenine (Trasentin), amprotropine (Synotropan), propantheline (Probanthine), tricyclamol (Elorine, Lergine), Nacton (compound I.S.49, or 2-benzyloyloxymethyl-1:1-dimethylpyrrolidinium methyl sulphate) and hexocyclium methyl sulphate (Tral).

# AMERICAN LISTED DRUGS

**The American Medical Association's Council on Drugs has recently evaluated the following:—**

PROCHLORPERAZINE. — Identical in action and uses to its maleic acid ester, but lends itself to rectal administration. Dosage: For adults, a 25-mgm. suppository twice daily; children, up to two years, half to one 5-mgm. suppository; two to six years, one 5-mgm. suppository; six to twelve years, one or two 5-mgm. suppositories. Children's dosage is based upon use of suppositories twice daily. Data supplied by Smith, Kline & French Laboratories. Proprietary name: Compazine.

MEPAZINE HYDROCHLORIDE.—10-[(1-methyl-3-piperidyl) methyl] phenothiazine hydrochloride. The compound is similar in action to but not identical with chlorpromazine. There are also differences in pharmacological action. In psychotherapeutic effect the drug is intermediate between chlorpromazine and meprobamate. The acute toxicity is less than that of chlorpromazine hydrochloride, and its use is accompanied by a low incidence of side effects. The drug is contraindicated in patients with a history of jaundice or liver damage. The ambulatory neurotic patient initially receives an oral dosage of 25 mgm. three or four times a day, which is increased 25 mgm. per day after a week. Where hospitalisation is necessary the initial dosage is usually 100 mgm. per day, increased every five to seven days by 50 mgm. Maintenance dosage for such patients is usually in the region of 400 mgm. daily. Proprietary name: Pacatal hydrochloride.

MEPAZINE ACETATE. — 10-[(1-methyl-3-piperidyl) methyl] phenothiazine acetate. The pharmacology and clinical indications are those of mepazine hydrochloride. The acetate is administered intramuscularly or intravenously. The dosage is 50 mgm. three or four times daily. Proprietary name: Pacatal acetate.

ORPHENANDRINE HYDROCHLORIDE. — N,N - dimethyl - 2 - (o - methyl - *a* - phenylbenzyloxy) ethylamine hydrochloride. The drug is the o-methyl analogue of the antihistaminic diphenhydramine hydrochloride; it inhibits muscle spasm. In the treatment of Parkinson's disease it is expected to have beneficial results in 50 per cent. of patients. Initially the dosage is 50 mgm. three times a day. Data supplied by Riker Laboratories, Inc. Proprietary name: Disipal.

PANCREATIC DORNASE. — Prepared by the fractional precipitation of aqueous acid extracts of beef pancreas. The resulting deoxyribonuclease is standardised in terms of units. One unit being the amount of enzyme producing a fall of one viscosity unit in 10 minutes at 30° C. where the flow-time of water is taken as one viscosity unit. Administration is best accomplished in the form of an aerosol. Dosage of 50,000 to 100,000 units from one to three times daily for periods of two to six days is suggested for the treatment of bronchopulmonary infections. Treatment may be repeated after an interval. Data supplied by: Merck Sharp & Dohme Research Laboratories. Proprietary name: Dornavac.

CRYSTALLINE TRYPSIN.—The enzyme is intended to reduce the viscosity of mucopurulent secretions in certain pulmonary conditions. Its usefulness in the treatment of pulmonary diseases has not yet been fully established. Data supplied by: National Drug Company.

METHYLPREDNISOLONE. — Has a methyl group in the 6-alpha position, but is otherwise identical with prednisolone, and has the same actions and uses. The modification is understood to impart slightly enhanced anti-inflammatory properties and decreased sodium and water retention. Dosage is individual and controlled by symptom severity, response, occurrence of side effects and duration of therapy, potency of the drug being about two-thirds that of prednisolone or prednisone. In severe and acute conditions 20–40 mgm. is given daily and less serious states 6–20 mgm. as initial doses; given in four divided doses. Chronic disease requires initial dosage to be reduced by not more than 2 mgm. every seven days until maintenance levels are reached; normally maintenance is about half the initial dose. Informations supplied by The Upjohn Co. Proprietary name: Medrol.

PROPARACAINE HYDROCHLORIDE. — *Chemically:* 2-diethylaminoethyl 3-amino-4-propoxybenzoate hydrochloride. Differs from compounds such as procaine in having an amino group in the *meta*, and not the *para*, position. For that reason cross-sensitisation between the drug and other local anæsthetic compounds may not occur. The drug's properties are well adapted for use in ophthalmology; being rapid in action and free from irritation. Has a toxicity that precludes its use as a parenteral anæsthetic though it is safe by topical application. Available as a 0·5 per cent. solution. Dose: 1–2 drops instilled into the eye. Information supplied by E. R. Squibb & Sons. Proprietary name: Ophthaine.

SULPHAETHIDOLE. — *Chemically:* $N^1$-(5-ethyl-1, 3, 4-thiadiazole-2-yl) sulphanilamide. With an ethyl group in place of the methyl at the five position of the thiadiazole ring the compound is related to and has the same spectrum of activity as sulphamethizole, but an action of greater duration. Adequate blood levels are secured by oral administration of the sustained-release preparation at twelve-hour intervals. Normal dose for adults is 1·3 gm. every twelve hours, but severe infections require 1·95 gm. and prophylactic doses 650 mgm. Average maintenance dose for children is 330 mgm. per 25 lb. of body weight every twelve hours. Information supplied by Smith, Kline & French Laboratories. Proprietary name: Sul-Spansion, Sul-Spantab.

# WILLS

MR. P. L. BLAKELY, M.P.S., Norvic, Mayfield Road, Ryde, Isle of Wight, left £4,684 (£4,618 net).

MR. J. J. C. CULBERT, L.P.S.I., M.P.S.N.I., 172 North Road, Belfast, left £2,808.

MR. A. V. FRECK, M.P.S., 67 Drews Lane, Ward End, Birmingham, left £1,365 (£1,320 net).

MR. G. R. MINNIKIN, M.P.S., Birthwaite Lodge, Windermere, Westmorland, left £54,686 (£54,514 net).

# SELLING TOILET PREPARATIONS IN CANADA

## Pointers for United Kingdom industry

THE establishment of a subsidiary for the manufacture of perfumery and toilet preparations in Canada is considered to be the best method for a United Kingdom manufacturer to establish a complete line of "toiletries" in that market, according to a recent market survey prepared by the United Kingdom Trade Commissioner Service. The report adds, however, that opportunities do exist for individual imported products, especially those designed to appeal to particular age groups and classes, such as young men and teen-age girls, and to children. The importance of both attractive well designed packaging in good quality material and consistent advertising on a national basis cannot be too strongly emphasised if worthwhile results are to be hoped for.

All cosmetics and toilet preparations imported into Canada must be labelled in accordance with Part E of the Regulations made under the Food and Drugs Act. The Regulations also lay down specific requirements in respect of cosmetics containing sex hormones, vitamins and coal-tar colours.

### Canadian Production

The Canadian toilet preparations industry, including all establishments engaged primarily in the manufacture of toilet preparations and perfumery, in 1956 was comprised of ninety-one establishments, fifty-three of which were located in the Province of Ontario, thirty-two in Quebec, three in British Columbia, two in Manitoba and one in Saskatchewan. Factory shipments from the industry were valued at $41,324,564 in 1956 ($35,258,042 for toilet preparations and $6,066,522 for other products) compared to $36,849,128 in 1955 and $31,943,143 in 1954. However, the 1956 production by the industry actually accounted for only about 65·5 per cent. of the total Canadian output of toilet preparations, the remainder being produced by concerns manufacturing such goods as a secondary endeavour. Factory shipments of toilet preparations from all industries were valued at $53,818,000 at factory prices in 1956. In 1955 the comparable value was $47,167,000 and in 1954 it was $41,105,000.

Six major items accounted for over 62 per cent. of the 1956 production total. In order of importance they were:

| | '000 $ | Per cent. |
|---|---|---|
| Dentifrices ... ... | 9,027 | 16·8 |
| Alcoholic perfumes, toilet waters, etc. ... | 5,606 | 10·4 |
| Hair tonics, brilliantines, wave-sets ... ... | 6,009 | 11·2 |
| Home permanent wave kits ... ... ... | 3,597 | 6·7 |
| Shampoos ... ... | 4,896 | 9·1 |
| Non-alcoholic creams ... | 4,277 | 7·9 |
| Total ... ... ... | 33,412 | 62·1 |

Gross annual imports of perfumes and toilet preparations are approximately $1¾ millions or little more than 3 per cent. of the total market supply. France and the United States are by far the leading suppliers to Canada of alcoholic perfumes and toilet preparations in containers under 4 oz. In 1957 the United Kingdom's share of the trade amounted to only 5·1 per cent. of the $606,000 total. Imports of alcoholic perfumes and toilet preparations in containers over 4 oz. are of minor importance. The $89,000 worth of imports in 1957 were shared mainly by France (43 per cent.) and the United Kingdom (28 per cent.). Imports of non-alcoholic perfumes and toilet preparations did not vary to any marked degree in the 1954–57 period. The U.S. remained the major supplier, but her share of that trade decreased from 87 per cent. in 1954 to 70·4 per cent. of the total imports in 1957. The United Kingdom after doubling her 1954 imports in 1956 fell back to the 1955 level in 1957. Imports from West Germany have increased steadily and in 1957 were four times the 1954 figure and 14·2 per cent. of the total import as against the United Kingdom's 7·5 per cent. share.

Canada's export trade, though increasing, is still relatively small. Principal customers over the years have been the West Indies. Some small shipments have gone to the United States and Hong Kong, but the balance has consisted mainly of spasmodic exports of negligible quantities to scattered countries.

Canadians spend $6·30 per caput a year on cosmetics. Canadian women over fifteen years spend $20·00 per year. The industry maintains that that figure could be doubled. There were nearly 5,000 drug stores in Canada (not all of which are pharmacies) serviced by well over 100 wholesale drug houses. Most of the wholesalers are however, fairly small local operators and a feature of the drug store trade in Ontario, Quebec and the Prairie Provinces is the strength of the druggist-owned co-operative wholesalers. There are six fully co-operative drug wholesale concerns.

### Items Picked Out for Mention

A detailer assessment of each of the wide range of items which constitute perfumery and toilet preparations was not possible in the report, but the following are mentioned:

HOME PERMANENTS: The leader is the Gillette Safety Razor Co. of Canada, Ltd., whose products account for about 78 per cent. of the market, with Richard Hudnut a distant second with approximately 13 per cent. of the total sales and the other producers obtaining not more than 1 per cent. each. "Only frenzied advertising and fantastic promotional expenditure can ensure any large market for home permanents and it is difficult to imagine what British manufacturers could offer that is not much more easily obtainable from domestic sources."

PERFUMERY: Recent announcements to the effect that the industry considers Canadian women do not use enough fragrance may indicate a barrage of individual company product promotions in the near future. British manufacturers might well benefit from such campaigns. Perfume preference follows a definite pattern, according to a survey conducted amongst 3,000 women by a well-known fashion magazine. Of the seven basic types of perfume, women preferred woody-mossy types or modern blends as first choice, followed in descending order of preference by spicy, single floral, floral bouquet, oriental and fruity odours. In selecting perfume by brand name however, oriental fragrances came first, then modern blends, woody-mossy, floral bouquet, spicy, single floral and fruity types.

MEN'S "TOILETRIES": Scented products for men have grown immeasurably in popularity in Canada and are no longer considered effeminate. The potential has been described as "tremendous." Shaving lotions lead the field in fragrance-impregnated products, with hair preparations a close second.

DENTIFRICES: Paste is by far the most popular form of dentifrice in Canada. However, as in the case of so many goods, the principal manufacturers in the United Kingdom have North American affiliates and the possibility of lesser known British producers being able to compete is distinctly unpromising. One United Kingdom manufacturer of fruit-flavoured dentifrice made specially for children has achieved a measure of popularity in Canada and the best prospects may be in the production of similar novelties.

DEPILATORIES: Canadian women apparently find the safety razor to be the most effective method of removing superfluous hair. It has not been possible to assess what effect, if any, the advent of the ladies' electric shaver has had on the trade, but in any event little opportunity exists for British manufacturers.

BATH SALTS AND OILS: Although ordinary household detergents provide a convenient and inexpensive means of softening bath water in many Canadian homes, bath salts and oils are growing in popularity. It promises to be an expanding market and should provide scope for the manufacturer able to devise containers sufficiently novel to catch the imagination of the teen-agers.

Silicones are now being used in shaving creams (to reduce pull), baby powder (to lessen dusting), lotions, lipsticks, hair sprays and home permanents. Vanishing cream treated with silicones is reported to disappear in double-quick time. Among promising developments that may break in the cosmetics and "toiletries" field are silicone treated hair treatments, detergents, soaps and dentifrices.

### Seasonal and Constant Factors

Apart from certain seasonal items, such as sun-tan lotions, leg make-up, etc., which sell readily during the summer months and skin salves and similar lotions for which there is a greater call during winter, the demand for perfumery and "toiletries" remains constant throughout the year. The traditional gift seasons of Christmas and Easter and the observance of certain "remembrance" dates do stimulate sales how-

ever, especially so in the case of pre-Christmas gift buying which accounts for heavy disposals.

The susceptibility of the average Canadian woman to high pressure advertising and her keen awareness of fashion changes often leads her to try out other products; instead of buying her customary brand, she might well buy a newly introduced brand, currently advertised as fashionable or as containing outstanding properties never before heard of. The acceptability of the ordinary product (with some notable exceptions) is limited in respect of time.

The report adds: "Sales promotion is unremittent; indeed it may be said that change is the essence of success in the industry. The product is made to be sold, not bought."

Distribution of toilet preparations in Canada is effected through three principal retail outlets in the following order of importance:

*Drug Stores.* — Despite growth of competition from new retail outlets (chain grocery, etc.), retail pharmacies account for well over half of the total sales of toilet preparations for men and women, and are by far the most important outlets. Retailers obtain their supplies direct from manufacturers, whose salaried representatives call regularly without fail. Since the final decision as to which brand will be stocked rests with the individual druggist, everything possible is done by manufacturers to influence the choice in their favour. The result is unsurpassed service and deliveries. Canadian women rely to a great extent on the advice of qualified drugstore cosmeticians, and manufacturers, aware of the importance of suggestion selling, periodically conduct beauty schools to which druggists are encouraged to send sales staff for training in cosmetic selling techniques. One leading manufacturer extends a welcome to any pharmacy graduates who wish to attend his schools, whether or not they are employed in retail stores.

*Departmental Stores.*—Canadian departmental stores rank second only in importance to retail pharmacies in sales of toilet preparations. Sales of drugs and "toiletries" in those establishments in the period 1954-57 were (in million dollars): 1954, 25·8; 1955, 28·0; 1956, 30·6; 1957, 32·9. Large floor areas are devoted to the sale of beauty preparations and quite often an entire counter is used for the display and sale of one particular brand.

*Variety Stores.*—The increase in the popularity of chain variety stores is illustrated by the expansion in annual retail volume including toilet preparations from $179·6 millions in 1952 to $229·3 millions in 1956. Those stores allot considerable counter-space to an extensive assortment of medium to lower prices toilet preparations which they obtain from both manufacturers and wholesalers. They are rapidly demanding only nationally advertised items in smaller packages. Other retail outlets include the large chain grocery supermarkets and beauty parlours. The former have shown remarkable growth in recent years, but their share of the "toiletries" trade is still relatively small. However, increasing use of valuable shelf space for the display of "toiletries" indicates an awareness on the part of management to future possibilities. Beauty parlour sales of "toiletries" are negligible. Certain manufacturers sell cosmetics and perfumery direct to the public through the medium of commission representatives. The main reasons proffered for the popularity of that method of buying were that while stores offered a better selection, the agent was a friend; the personal interest and advice given was appreciated; and it saved a trip to the stores.

**Advertising**

The "toiletries" industry spends more on advertising, in relation to sales, than any other industry in Canada. An allocation of up to 20 per cent. of net invoice sales is frequently made and the practice of sharing advertising expenditure with the retailer is common. Illustrated catalogues and liberal supplies of counter displays and "point-of sale" material are issued to the trade while illustrated brochures and pamphlets, well executed on fine glazed papers, are provided to retailers for distribution at the sales counter and for inclusion with monthly statements.

Although the fixing of retail prices is illegal, cosmetics and other toilet preparations do have fairly uniform prices and, with reservations for the demand of certain groups, products offered for sale either below or above the generally accepted level are at a disadvantage. High prices are not however, a deterrent in sales of perfumes and the reverse is indeed often the case. The following discounts and commissions are customary in the trade:—

(a) The retailer buys from the manufacturer at 40 per cent. discount from the price to the consumer.

(b) The retailer buys from the wholesaler at 25–33⅓ per cent. plus 10 per cent. discount off the retail selling price.

(c) Wholesalers secure a 16 2/3 per cent. discount off the price at which sales are effected to retailers from manufacturers

(d) Agents require from 10–15 per cent. commission.

(e) Wholesale importers insist on a 20 per cent. discount from their selling price.

# *Correspondence*

**Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.**

## High Authority

SIR,—Since reading your advertisements I now regret the years I spent qualifying. Why, oh why, did I waste my time learning to assess the merits of the goods I sell, when there is a higher authority doing just that? I do not refer to the Pharmaceutical Society or the National Pharmaceutical Union, but to that great organisation the *Daily Mail.*

BILLY MUGGINS

## In Pharmacy's Service

SIR, — After thirty-five years as a proprietor pharmacist I have disposed of my business at Levenshulme, Manchester, in order to devote more time to pharmaceutical secretarial work. I should like to express my appreciation of the cordial business relations with the many pharmaceutical firms I have dealt with over this period. I trust that in the future I can be of greater service to pharmacy.

A. E. THORPE,
Cheadle Hulme, Ches

## Reagents for Trace Analysis

SIR,—An increasing need for chemical reagents in quantity having extremely low limits of impurities (for example, for use in polarography or for trace analysis) has led to the formation of an exploratory committee to investigate the possibilities of preparing specifications for such reagents. The committee consists of representatives of: the Animal Diseases Research Institute, Association of Public Analysts, Department of Scientific and Industrial Research, Interservices panel for physicochemical methods of analysis, Medical Research Council (department for research in industrial medicine), Photoelectric Spectrometry Group, and Polarographic Society. Information is required about the limits to which impurities may be tolerated and estimated annual consumption. All interested in the subject are invited to write to the secretary of the committee (the undersigned), from whom a questionnaire form may be obtained.

W. J. PARKER, B.Sc., A.R.I.C.,
55 Oriental Road,
Woking, Surrey

## "Overpayments" to Chemists

SIR, — The first leader in last week's issue of the *C. & D.* (p. 217) gives all of us much food for thought, and I would like to say how much I appreciate it. Here in Sheffield we have been more fortunate, as the letter attached has been published by the *Sheffield Telegraph,* and copies have been sent to the local M.P.'s, who have promised to consider it. In order to establish really good relationships with the local Press, I have suggested to the branch executive that the Editor of the *Sheffield Telegraph* shall be invited to address a branch meeting about his job, and be prepared to answer questions. Properly handled, I feel that it would be a valuable contact in days to come. Whether something similar could be done by the London branches I do not know.

STANLEY DURHAM
Sheffield, 7

[The letter published in the *Sheffield Telegraph* declares that out of a total of 1,038 non-proprietary drugs in the Drug Tariff, a check on only twenty-four items was taken by the Committee of Public Accounts as evidence of overpayment to chemists, whereas a quick check of the first 100 items in the Tariff would show over forty that can be bought only in minimum quantities involving loss to the chemist.—EDITOR.]

**AND NOW**

# Lederkyn* Acetyl

N¹ACETYL SULPHAMETHOXYPYRIDAZINE *REGD. TRADEMARK

## FOR PAEDIATRIC USE

***For "once-a-day" sulpha therapy in infants and children***

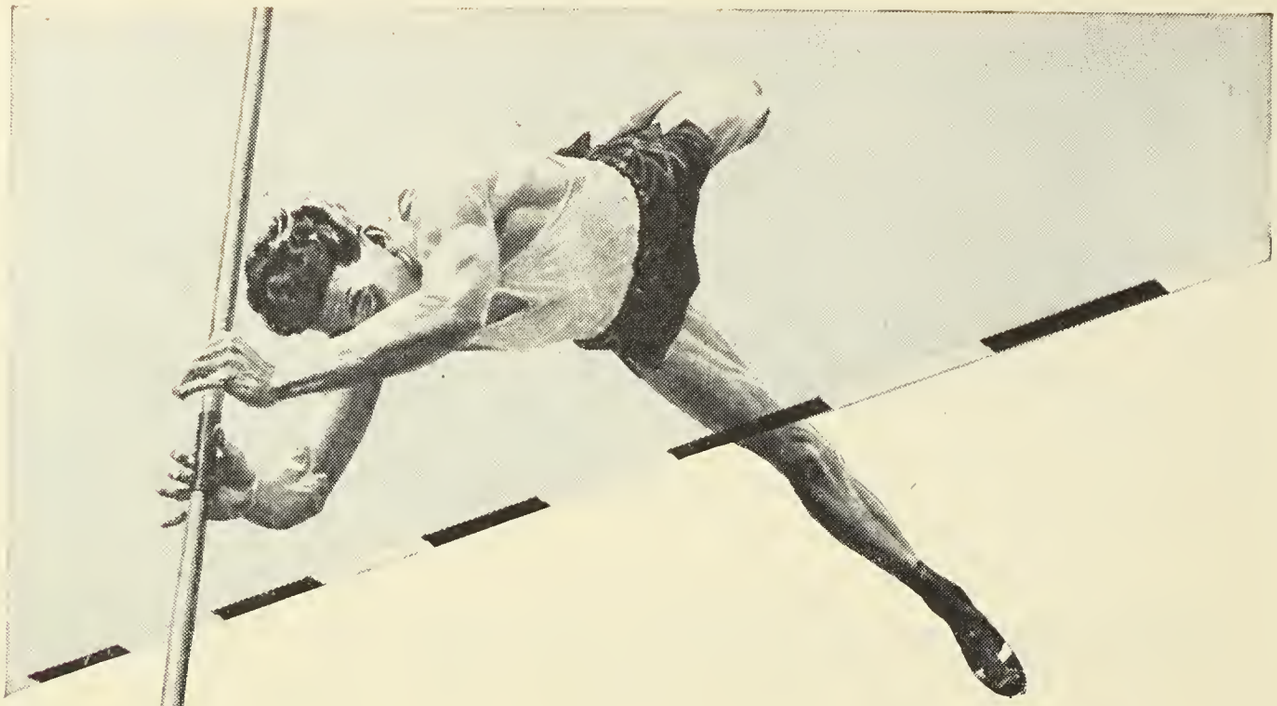
Now children, even young infants, can receive the full benefits of LEDERKYN—Lederle's low-dosage, long-acting sulpha drug. For Lederle research has overcome the characteristic bitter taste of free sulphonamides by the introduction of tasteless acetyl sulphamethoxypyridazine. LEDERKYN ACETYL Pediatric Suspension presents this superior sulphonamide in a pleasantly cherry-flavoured form that is highly acceptable to children. This new product materially simplifies the therapy in the young patient because of its high antibacterial potency, low "once-a-day" dosage, prolonged action and better tolerance.

*Bottles of 2 fl. oz., 250 mg. active sulphonamide in each teaspoonful (5 cc.)*

***round-the-clock sulpha therapy with "once-a-day" dosage***

LEDERLE LABORATORIES DIVISION

Cyanamid OF GREAT BRITAIN LTD., London, W.C.2



## FASTER...FASTER...HIGHER...HIGHER

The benefits of broad-spectrum antibiotic therapy reach a new high peak with ACHROMYCIN V buffered tetracycline. The rapid absorption rate of this latest form of ACHROMYCIN tetracycline yields still higher blood levels... still faster broad-spectrum action... thereby achieving even more decisive control of infections. So, for the greatest possible benefits of broad-spectrum antibiotic therapy, the prescription is ACHROMYCIN V.

# ACHROMYCIN* V

BUFFERED TETRACYCLINE

*REGD. TRADEMARK

CYANAMID

*CAPSULES 250 mg. Bottles of 16, 100 and 1000*
*PEDIATRIC DROPS AQUEOUS 100 mg./cc. 1 Gm. in 10 cc. Plastic bottle*
*SYRUP 125 mg./5 cc. Bottles of 2 and 16 fl. oz.*

Lederle

**LEDERLE LABORATORIES DIVISION**
*Cyanamid OF GREAT BRITAIN LTD., London, W.C.2*

# TRADE REPORT

**The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.**

LONDON, SEPTEMBER 3 : Trading in most markets continued on a small scale and prices have been mainly held at existing levels. PHARMACEUTICAL CHEMICALS were in routine demand with no outstanding shortages to cause price changes.

Only a small amount of business was done in CRUDE DRUGS and no major price movements occurred except in Formosan MENTHOL which became firmer. Among AROMATIC SEEDS Cyprian CUMIN has advanced. CELERY continued firm but CARAWAY and FENNEL were in poor demand. In ESSENTIAL OILS there was a slight reaction to the report of the shelling of Quemoy and Formosan CITRONELLA advanced.

## Pharmaceutical Chemicals

*p*-AMINOSALICYLIC ACID. — The SODIUM salt is 22s. 6d. per kilo for 1,000-kilo lots with smaller quantities at 23s. 3d. The CALCIUM SALT is 38s. 7½d. and 39s. 6½d. per kilo for similar quantities.

AMMONIUM ACETATE. — 1-cwt. lots of B.P.C., 1949, are quoted at 4s. 5d. per lb.

AMMONIUM BICARBONATE. — The B.P. powder is £50 5s. per ton; CARBONATE is £81 10s. for lump and £85 10s. for powder, all delivered terms.

AMMONIUM CHLORIDE. — Makers quote 1-cwt. lots of B.P. powder at 90s. per cwt. and are quoting extra-pure crystals at 126s.

AMPHETAMINE.—One to 10-kilo lots are: BASE, from 140s. to 160s. as to quantity; SULPHATE is 110s. to 130s. and *d*-AMPHETAMINE SULPHATE, 405s. to 420s. for similar quantities.

BISMUTH SALTS.—The following are the prices (per lb.) in largest bulk packages:—

| | 28 lb. to 1 cwt. | 1 cwt. | 5 cwt. |
|---|---|---|---|
| | s. d. | s. d. | s. d. |
| CARBONATE .. | 22 3 | 21 9 | 21 4 |
| SALICYLATE .. | 21 9 | 21 4 | 20 10 |
| SUBGALLATE .. | 21 1 | 20 8 | 20 2 |
| SUBNITRATE .. | 20 5 | 20 0 | 19 6 |

The 1-cwt. rates (per lb.) for other salts are:—CITRATE, B.P.C., 22s. 8d.; NITRATE, crystals, 14s. 8d.; OXIDE, B.P.C., 27s. 7d.; OXYCHLORIDE, B.P., 27s. 9d.; OXYIODOGALLATE, B.P.C., 28s. 9d.; SODIUM TARTRATE, 35s. 6d.; and TRIBROMPHENATE, B.P.C., 26s. 9d.

BRUCINE.—ALKALOID in 100-oz. lots is 4s. 9d. per oz. and SULPHATE, 4s. 3d.

CAFFEINE. — Minimum rates for 5 cwt. or 250-kilos and over are as follows (kilo price in parentheses):—MONOHYDRATE, 17s. 6d. per lb. (38s. 9d.); ANHYDROUS, 18s. (39s. 9d.); CITRATE, 11s. 6d. (25s. 3d.); and SODIUM BENZOATE, 13s. 3d. (29s. 3d.); and SODIUM IODIDE, 22s. 6d. (49s. 6d.); and SODIUM SALICYLATE, 14s. 9d. (32s. 3d.).

CALCIUM CHLORIDE. — B.P. crystals are 1s. 3½d., and granulated, 10½d. per lb. in 1-cwt. lots.

CALCIUM GLUCONATE. — Quantities of 3 cwt. and upwards are quoted at 3s. 6d. per lb.; 1 cwt. to 2 cwt., 3s. 7d.

CALCIUM SUCCINATE. — Quotations are from 10s. 6d. to 12s. 6d. per lb., as to quantity. SUCCINIC ACID is from 10s. 6d. to 12s. 3d. per lb.

CARMINE. — Price is 90s. per lb. for 1-cwt. lots.

CHALK. — Prepared powder B.P., is £22 per ton for minimum 1-ton ex works.

CHINIOFON.—B.P. 1948 is 67s. per kilo; 50-kilo lots, 62s. 6d. per kilo. The sodium derivative (B.P. 1953) is 99s. 4d. and 92s. 9d. for the same quantities.

CHLOROFORM.—1-cwt. lots in winchesters are 3s. 6d. per lb.; 56-lb., 3s. 6½d. In drums, prices are 3s. 4d. and 2s. 4½d. per lb. respectively.

CHLOROXYLENOL.—B.P. quality is 5s. 3d. per lb. for 1-cwt. lots and 5s. 1d. for 10-cwt.

CINCHOPHEN.—1-cwt. lots are quoted at 21s. per lb.

CITRATES. — Rates (per lb.) for 1-cwt. and 5-cwt. lots are as follows:—

| | 1 cwt. | 5 cwt. |
|---|---|---|
| | s. d. | s. d. |
| SODIUM† .. .. | 2 11 | 2 10 |
| POTASSIUM† .. .. | 3 5 | 3 4 |
| IRON AND AMMONIUM*.. | 3 11 | 3 10 |

†Powder 2d. per lb. more. *Scales 9d. per lb. more.

CITRIC ACID. — Quotations (per cwt.) for domestic material are 225s. for 1–4-cwt. lots and 220s. for 5-cwt. lots.

CRESOL.—Price of B.P. quality from distillers is 7s. 9d. per gall. in 5-gall. lots.

EMETINE.—Price for 32-oz. lots of the HYDROCHLORIDE is 270s. per oz. The BISMUTH IODIDE is 127s. per oz.

ERGOTOXINE ETHANESULPHONATE. — Price per gm. for B.P.C. (1949) is : 1 gm., 168s. 9d.; 10 gm., 155s. 3d.

ETHER.—Prices (per lb.) in winchesters are as follows :—TECHNICAL B.S.S., and SOLVENT, 5-cwt., 2s. 7d.; (4s. 1½d. litre). In drums the price is 2s. 2d. per lb. ANÆSTHETIC, B.P., 5-cwt., 3s. 10d.; 10-cwt. 3s. 9d.

FORMALDEHYDE.—B.P. solution in 1–4-drums lots is £39 15s. per ton; 5-drum lots are £38 15s. per ton.

HYDROQUINONE. — Quotations for 1-cwt. lots are 11s. 6d. per lb. or 25s. 4d. per kilo.

HYOSCINE HYDROBROMIDE. — Price per oz. is 102s.

IODIDES.—Current quotations (per lb.) include the following:—

| | 28-lb.. | 1-cwt. | 5-cwt. |
|---|---|---|---|
| | s. d. | s. d. | s. d. |
| POTASSIUM .. | 7 6 | 7 3 | 7 0 |
| SODIUM .. .. | 13 0 | 12 9 | 12 3 |
| AMMONIUM .. | 21 9 | 20 5 | — |

IODINE.—Resublimed is 13s. 2d. per lb. in 1-cwt. lots, or 12s. 8d. in 5-cwt. lots. Minimum delivered rate for CRUDE is now 15s. per kilo.

IODOFORM.—Powder is 22s. 4d. per lb. in 28-lb. lots ; 21s. 8d. in 1-cwt. and 21s. 1d. in 5-cwt. lots. Crystals are 3s. per lb. more than the powder.

ISOPRENALINE SULPHATE.—B.P. is 1s. 3d. per gm. for 1,000-gm. lots and 1s. 9d. per gm. for 100-gm. lots.

KAOLIN.—In 1-cwt. bags LIGHT is quoted at 60s. per cwt. and 1-ton lots at 57s.

LACTATES.—CALCIUM, B.P., is 2s. 10d. per lb. in 5-cwt. lots and 2s. 11d. in 1-cwt. lots; CALCIUM SODIUM for similar quantities is 4s. 9d. and 4s. 10d. per lb.

LACTIC ACID. — B.P. is 4s. 5d. per lb. for 12-winchester lots and 4s. 4d. for 5-cwt. lots.

LACTOSE.—English, in 1-ton lots packed in 1-cwt. paper-lined sacks, is £129 10s. per ton, delivered in the United Kingdom.

LEAD ACETATE. — B.P. crystals are 200s. per cwt. and technical, 180s.

MAGNESIUM CARBONATE.—Minimum bulk rate for LIGHT is 121s. per cwt.; HEAVY is 160s. per cwt. for 15-cwt. lots and about 130s. per cwt. for 1-ton lots.

METHOIN.—B.P. is about 120s. per lb.

METHYL PHENOBARBITONE.—B.P. is 90s. per kilo in minimum 25-kilo lots.

METHYL SALICYLATE.—Five-ton lots are 3s. per lb.; 1-ton, 3s. 0½d.; 10-cwt., 3s. 1d.; 5-cwt., 3s. 2d.; 1-cwt., 3s. 3d.

PAPAVERINE. — Synthetic HYDROCHLORIDE is 295s. per kilo, minimum 1-kilo lots.

PHENACETIN. — In 5-cwt. lots makers' price is now 6s. 8d. per lb.; 1-cwt., 6s. 9d.

PHENAZONE. — Imported material minimum rate, 14s. 8½d. per lb.

PHENYTOIN SODIUM. — B.P. is 23s. per lb. in 1-cwt. lots or 25s. less than 56 lb.

POTASH SULPHURATED. — Lump, B.P.C., is 2s. 4d. per lb. in 1-cwt. lots.

RESORCINOL.—1-cwt. lots are now quoted at 13s. per lb. by manufacturer.

SANTONIN. — Minimum terms for home market are 400s. per kilo.

SEMICARBAZIDE HYDROCHLORIDE.—Technical grade is 15s. 8d. per lb. for 1-cwt. lots.

SODIUM ACETATE.—B.P.C. in 28-lb. lots is 2s. 4d. per lb.; 1-cwt. 2s., and 5-cwt., 1s. 11d.

SODIUM BROMATE.—1-cwt. lots are quoted at 9s. 9d. per lb.

SODIUM CARBONATE. — B.P.C. exsiccated is 70s. per cwt.; 5-cwt., 65s. per cwt.

SODIUM CHLORIDE. — Re-crystallised is 25s. per cwt. and B.P., 42s.

SODIUM METABISULPHITE. — Granular in 1-ton lots is from £48 12s. 6d. to £53 17s. 6d. per ton according to packing.

SODIUM PERCARBONATE. — Price (per cwt.) is 170s. 9d. (bags, 7s. 6d. lower) for minimum 12½ per cent. available oxygen.

SODIUM PHOSPHATE. — B.P.C. powder is 2s. 3d. per lb.

SODIUM SALICYLATE.—Rates are now:—1-ton lots in bulk, 3s. 7d. per lb.; 5-cwt. 3s. 8d.; 1-cwt. 3s. 10d.

SODIUM SULPHITE. — 1-ton lots on the spot of ANHYDROUS (48–50 per cent.) are £71 10s. per ton in 1-cwt. drums or £67 5s., in 1-cwt. bags. CRYSTALS, B.P.C., are £32 15s. per ton in 2-cwt. paper-lined bags. Commercial crystals are from £27 to £28 15s. as to packing.

SODIUM THIOSULPHATE. — Makers' price for 1-ton lots of photographic grade in paper-lined bags is £38 per ton.

SULPHOCARBOLATES.—SODIUM PHENOSULPHONATE, B.P.C., 1949 (powder) is 5s. 6d. per lb. in 1-cwt. lots and ZINC, B.P.C., 1949, is 5s. 6d.

SULPHUR. — B.P. PRECIPITATE in 1-ton lots is £120 per ton, delivered ex works.

TARTARIC ACID. — Rates for the home trade are as follows:—10-cwt. lots, 290s. per cwt.; 5–9 cwt., 292s.; 2–4 cwt., 294s.; 1-cwt., 295s.

TERPINEOL. — Prices of B.P. grade are from 3s. to 3s. 6d. per lb. as to quantity.

TERPIN HYDRATE. — Prices are from 6s. per lb., upwards as to quantity.

THEOBROMINE. — ALKALOID is from 24s. 6d. per lb. and SODIUM SALICYLATE, 22s.

THEOPHYLLINE.—ALKALOID, ANHYDROUS, is quoted at 20s. per lb. and B.P., 19s.; AMINOPHYLLINE, 18s. 6d. per lb.

UREA. — Manufacturers' rates for pharmaceutical grade are £63 per ton in 1-cwt. bags non-returnable. Technical quality is £44 10s. per ton.

ZINC OXIDE.—B.P. quality in 2-ton lots is now £100 10s. per ton; 1-ton, £101 10s.; 5-cwt. £110 10s.

## Crude Drugs

ACONITE. — Spot supplies of Spanish *napellus* are 2s. 6d. per lb.

AGAR.—Kobe is 11s. per lb., duty paid. New crop for shipment, 9s., c.i.f.

ALOES. — Cape prime on the spot is

ANISE (STAR).—Chinese is 130s. per cwt. c.i.f. and 140s. spot in bond.

BALSAMS. — Quotations per lb. are:— 230s. per cwt.; shipment, 210s., c.i.f. CANADA: Spot, 25s. COPAIBA: Para from 8s. to 10s., duty paid. PERU: Spot, 11s. TOLU (genuine as imported): 24s. 6d.; B.P., 17s.

BUCHU.—Spot rounds are 6s. 6d. per lb. and shipment, 5s. 9d., c.i.f.

CAMPHOR.—B.P. POWDER is from 5s. per lb., duty paid. TABLETS, ¼-oz., are 6s., in bond.

CAPSICUMS. — East African are from 150s. to 200s. per cwt. on the spot.

CARDAMOMS.—Aleppy greens are 15s. 6d. per lb. on the spot; August–September shipment, 14s. 3d., c.i.f. No. 1 seed for shipment, 20s., c.i.f., spot, 24s. 3d.

CASCARA.—Spot 1957 peel, 260s. per cwt. 1958 peel, shipment, 205s., c.i.f.

CASSIA.—Selected whole bark for shipment is 220s. per cwt., c.i.f., and extra-selected broken, 215s., c.i.f. Spot: Whole 230s. in bond nominal. *C. fistula*, new crop, 110s. per cwt.

CHERRY BARK.—Thin natural is 1s. 5d. per lb., and rossed is 1s. 11d.

CHILLIES. — Spot Mombasa are 160s. per cwt. and Zanzibar, 220s.

CINNAMON.—Ceylon for shipment (c.i.f.) per lb., OOOO, 7s. 5d.; OOO, 7s. 1½d.; OO, 6s. 10½d.; seconds, 5s. 6½d.; feathers, 1s. 11d.; quillings, 4s. 5d.; chips, 1s.

COCILLANA.—Bark is 1s. 8d. per lb. on the spot.

COCHINEAL.—Silver-grey Peruvian quoted 6s. 6d. per lb., c.i.f.; Canary Isles black-brilliant, 20s. 6d., spot.

COLOCYNTH PULP.—Spot, 3s. per lb.

DIGITALIS LEAF.—*Purpurea* (1956 crop), is offered at 1s. 2½d. per lb., c.i.f.; 1957 crop, 2s. 6d. to 2s. 7d., c.i.f.

ERGOT.—Portuguese is 5s. per lb., c.i.f., for prompt shipment and 6s. spot nominal; American, 5s. 9d., spot.

FRANGULA.—Spot is 105s. per cwt.

GENTIAN.—French is 175s. per cwt. on the spot.

GINGER.—African, 107s. 6d. per cwt. on the spot; new crop for shipment, 95s., c.i.f. Jamaican No. 3 on the spot is 300s. per cwt

GRINDELIA.—Herb is quoted at 2s. 6d. per lb.

GUM ACACIA.—Kordofan cleaned sorts are 140s. per cwt. on the spot; September–October shipment, 129s., c.i.f.

HONEY. — Australian light-amber is 115s. 6d. to 120s. 6d. and medium amber 102s. 6d. to 107s. 6d. Argentine 132s. 6d. to 137s. 6d.; Jamaican 135s. to 140s.; New Zealand clover, 160s. to 170s.; all per cwt. on the spot.

IPECACUANHA.—Matto Grosso, 56s., per lb., spot; shipment, 51s., c.i.f. Colombian quoted at 54s., spot and 53s., c.i.f.; Costa Rican, 70s., c.i.f.

KARAYA. — No. 1 gum on the spot is quoted at 235s. per cwt. and No. 2 at 165s.

KRAMERIA.—Root is quoted at 90s. per cwt., duty free.

LANOLIN. — ANHYDROUS, B.P., is from 170s. to 175s. per cwt. in 1-ton lots and HYDROUS, B.P., 150s., free drums, delivered.

LEMON PEEL. — Spot is offered at 5s. per lb.

LIQUORICE. — Natural root: Persian for shipment 42s. 6d., c.i.f., per cwt. Block juice: Anatolian, 200s. to 210s. per cwt., as to quantity. Italian stick from 310s. to 476s. per cwt. Spray-dried extract, 2s. 10½d. per lb.

LOBELIA HERB. — Spot offers are from 3s. 9d. per lb. as to origin. Dutch, 3s. 3d., c.i.f. for shipment.

MACE. — Whole on the spot is from 23s. 6d. per lb.

MENTHOL.—Chinese is 52s. per lb., duty paid and 47s. 6d., c.i.f.; Brazilian, spot, 35s. 6d., duty paid, shipment, 33s., c.i.f. Formosan for shipment, 36s., c.i.f.

MERCURY. — Price per flask (76 lb.) is £79 on the spot.

PEPPER. — White Sarawak on spot is easier at 2s. 7d. per lb., August–September shipment 2s. 6d., c.i.f. Black Sarawak is 1s. 7d. spot, and August–September shipment at 1s. 7½d., c.i.f. Black Malabar is nominal at 220s. per cwt. on spot; August–September shipment lower at 205s., c.i.f.

RAUWOLFIA. — *Canescens*, 2s. per lb., c.i.f.; *Vomitoria*, 2s. 3d., c.i.f.; *Serpentina*, 6s., c.i.f. asked.

RHUBARB. — Chinese offering about 6s. per lb., as to quality. Best grades not available on spot.

SAFFRON. — Spanish is quoted at 230s. per lb.

SARSAPARILLA.—Jamaican native red on the spot is 2s. 5d. per lb. Shipment, not offering.

SEEDS.—(Per cwt.). ANISE. — Spanish, 165s., spot, duty paid. CARAWAY.—Dutch in poor demand at 85s., duty paid. CELERY.—Indian is firm on spot at 180s. The shipment price is unchanged at 140s., c.i.f. CORIANDER.—Moroccan is steady at 60s., and Polish at 52s. 6d., duty paid. Moroccan for shipment is quoted at 45s., c.i.f. CUMIN.—Cyprian on spot has advanced to 240s. Iranian is nominal, 240s., duty paid. Cyprian for shipment is 215s., c.i.f. DILL.—Indian selling at 70s. The shipment price is 61s., c.i.f. FENNEL.—Quiet. Indian offering at 180s. and Chinese, 157s. 6d., duty paid. FENUGREEK.—Moroccan offered at 47s. 6d., duty paid. MUSTARD. — English is dearer. Medium quality only offered at 75s.

SENEGA. — Spot is 15s. per lb.; shipment, 11s. 6d., c.i.f.

SENNA. — *Tinnevelly* LEAVES, prime No. 1, 1s. 5d. per lb., f.a.q., No. 3d. 10d. PODS, manufacturing short at 1s. 6d. and hand-picked, 2s. 1d. to 2s. 4d. *Alexandria* pods: Manufacturing, offered from 1s. 6d. with hand-picked from 5s. to 6s.

SHELLAC.—F.O.T.N. 180s. per cwt., F.O. No. 1, 205s.; fine orange, 220s. to 275s.

SLIPPERY ELM.—Grinding quality bark is 2s. 7d. per lb.

STRAMONIUM. — Indian LEAVES are 70s. per cwt., and European 80s. on the spot.

STROPHANTHUS.—*Kombé* on the SPOT is 8s. 6d. per lb. for the 100 per cent. *Gratus* is unobtainable on the spot.

TONQUIN BEANS.—Para on the spot are offered at 8s. 3d. per lb. Shipment, 7s. 6d., c.i.f.

TRAGACANTH.—No. 1 ribbon is £115 to £120 per cwt., No. 2, £105 to £110.

TURMERIC. — Madras finger is 62s. 6d. on the spot; shipment, 60s., c.i.f.

VALERIAN ROOT. — Spot: Indian (with rootlets) is 130s. and Belgian 175s. to 195s. per cwt. Dutch (max. 2½ per cent. sand) for prompt shipment, 168s., c.i.f.

VANILLIN.—Rates (per lb.) are now:— 5-cwt. lots, 25s. 3d.; 1-cwt. 25s. 6d.; 56-lb., 25s. 9d.; smaller quantities, 26s.

## Essential and Expressed Oils

ANISE.—Chinese, 8s. 1½d. per lb., spot; shipment, 7s. 6d., c.i.f.

BAY.—West Indian is 12s. 6d. per lb. on the spot.

BERGAMOT. — Spot supplies are from 86s. 6d. per lb.

BIRCH TAR.—Rectified is about 14s. per lb. in 1-cwt. lots.

CANANGA. — Spot is from 47s. 6d. to 50s. per lb.

CARAWAY.—English-distilled is offered at 55s. and imported 26s. 6d. per lb.

CARDAMOM. — Price per lb. is from 350s. for English-distilled and 267s. 6d. for imported.

CASSIA.—Spot is 13s. 3d. per lb.; shipment, 13s. 4½d., c.i.f.

CHENOPODIUM.—Spot value is 40s. per lb for original containers.

CINNAMON.—From quillings, best English-distilled is 50s. per oz.; other B.P. oils from 165s. per lb. Ceylon leaf, spot, 11s. 6d. per lb.; shipment, 10s. 10½d., c.i.f., rectified, 15s. per lb.; Seychelles, 6s., spot, shipment, 5s. 7½d.

CITRONELLA.—Ceylon, spot is 4s.; shipment, 3s. 5½d., c.i.f. Formosan, prompt shipment, 3s. 10d. (spot 4s. in bond).

CLOVE.—Madagascar leaf is 6s. 9d. per lb., duty paid and 6s. 4d., c.i.f. for shipment. Rectified 87–88 per cent., 9s. 3d. Distilled bud oil, English, B.P., 26s. 6d. to 27s. 6d.

COD-LIVER. — B.P. is 11s. 6d. per gall. in charged returnable drums. Veterinary is from 9s. 6d. per gall.

CORIANDER. — B.P. oil is quoted from 67s. 6d. per lb.

CUBEB.—Small spot supplies of imported are 65s. per lb.

CUMIN.—Quotations for English-distilled oil are about 90s. per lb. and imported, 85s.

DILL.—B.P. imported is 25s. per lb.

EUCALYPTUS.—Australian 70 to 75 per cent. eucalyptol on the spot is 4s. 9d. per lb. 80–85 per cent., 5s. 6d. Spanish (70–75), 4s. spot.

FENNEL.—Spanish sweet on the spot is quoted at 9s. 6d. per lb.

GERANIUM. — Bourbon is 135s. per lb. on the spot and 132s. 6d., c.i.f. Algerian, 100s.

GINGER. — English-distilled oil is 160s. per lb. Imported: Jamaican, 130s.; Chinese, 100s. duty paid.

JUNIPER. — B.P.C. 1949 oil is from 9s. per lb. on the spot. English-distilled is 155s. JUNIPER WOOD, from 5s.

LAVANDIN.—Spot is from 10s. to 12s. 6d. per lb. for original drums.

LAVENDER.—French oil, 40–42 per cent. is at 50s. per lb.

LAVENDER SPIKE. — Spanish is at 16s. to 17s. per lb. for original drums.

LEMON. — Sicilian is 30s. per lb. for machine-pressed on the spot and 47s. 6d. for hand-pressed. Californian for shipment, 25s. to 28s. 6d., c.i.f.

LEMONGRASS.—Spot is 5s. 11d. per lb., and shipment, 5s. 7d., c.i.f.

LIME.—West Indian distilled is in the region of 58s. 6d. per lb. on the spot.

PEPPERMINT. — *Arvensis*: Chinese is 24s. 9d. per lb. on the spot nominal and 22s. 6d., c.i.f. Brazilian, 8s. 3d., spot and 7s. 9d., c.i.f. Formosan, 15s. 3d., spot; new-crop for August–September shipment, 12s. 6d., c.i.f. *Piperita*: Italian "Mitcham"-type, from 42s. 6d. to 50s.; American 27s. 6d. to 30s., as to origin.

## UNITED STATES REPORT

NEW YORK, SEPTEMBER 2: CHAMOMILE FLOWERS were in tight supply. Hungarian was between three and four dollars a lb. GERANIUM OIL prices firmed up with Bourbon up 50 cents, and Algerian up 75 cents. SPEARMINT OIL also rose to $5·25, up 25 cents a lb. Lower per lb. was Formosan CITRONELLA OIL at 58 cents.

# TRADE MARKS

**APPLICATIONS ADVERTISED BEFORE REGISTRATION**

**From the "Trade Marks Journal," August 20**

*For pharmaceutical preparations and substances for human and veterinary use* (5)

SCALAGIN, 776,145, by CIBA, Ltd., Basle, Switzerland.

*For fungicides for application to seeds* (5)

HEPTASAN, 776,802, by Bayer Agriculture, Ltd., London, S.W.1.

**From the "Trade Marks Journal," August 27**

*For chemical products used in industry, science and photography; chemical products used in horticulture and forestry, etc.; and chemical substances for preserving foodstuffs* (1)

Device with letter W, 749,340, by Whiffen & Sons, Ltd., London, S.W.6.

*For light-sensitive printing solutions, being chemical products for photographic purposes* (1)

COPYREX, 773,527, by Agfa, A.G., Leverkusen-Bayerwerk, Germany.

*For chemical products for use in industry* (1)

LEVAFORM, 777,715, COREPAL, 778,192, ASCININ, 778,257, by Farbenfabriken Bayer, A.G., Leverkusen, Germany.

*For all goods* (3)

TEE-UP, 776,251, by Ever-Ready Razor Products, Ltd., London, W.C.1.

*For non-medicated toilet preparations in the form of cream for the hair* (3)

STAGE ONE, 776,442, by John Hawkins, Slough, Bucks.

*For soaps and detergents (not for use in industrial and manufacturing processes)* (3)

TEND, 776,578, by Co-operative Wholesale Society, Ltd., Manchester.

*For preparations for the hair* (3)

KARA-MELD, 777,477, by Eugène, Ltd., London, W.1.

*For non-medicated toilet preparations for the hands* (3)

KITTEN, 777,514, by the Master Vending Machine Co., Ltd., London, N.W.2.

*For preparations for cleaning artificial teeth* (3)

NICODENT, 777,669, by George Herbert Tennant Spencer, Didsbury, Manchester.

*For soaps, perfumes non-medicated toilet preparations, essential oils, cosmetics, hair lotions and dentifrices* (3)

DIG, 777,954, by A. J. Siris Products, Ltd., Lanchester, Durham.

*For germicides* (5)

ROXEM, 772,009, by Southon Laboratories, Ltd., London, S.W.15.

*For pharmaceutical dietetic and pharmaceutical preparations* (5)

PAIDAL, 772,579, by Paidol-Fabrik Dütschler & Co., St. Gall, Switzerland.

*For all goods* (5)

AMOSAC, 774,367, by Kemball, Bishop & Co., Ltd., London, E.3. DARACLOR, 776,818, by the Wellcome Foundation, Ltd., London, N.W.1. PARACEFAN, 777,636, by C. H. Bochringer Sohn, Ingelheim-on-Rhine, Germany.

*For anthelmintic pharmaceutical preparations for human use* (5)

NOPAR, 775,085, by the Wellcome Foundation, Ltd., London, N.W.1.

*For vacuum flasks and insulated food containers* (21)

VAX, 775,788, by the British Vacuum Flask Co., Ltd., London, W.C.1.

*For vacuum flasks* (21)

BEVAC, 776,590, by the British Vacuum Flask Co., Ltd., London, W.C.1.

*For hair nets and hair pads, none being metallic* (26)

AERO, 761,355, by A. Burnet & Co., Ltd., London, W.1.

*For pharmaceutical preparations for the treatment of intestinal diseases* (5)

AMIQUIN, 775,257, by H. & T. Kirby & Co., Ltd., London, N.W.2.

*For automatically operated steroscopic apparatus for use in viewing transparencies, photographs, drawings and the like* (9)

VISTAMATIC, 776,768, by Capital Publications, Ltd., London, W.C.2.

# COMMERCIAL TELEVISION

PROGRAMME details are given to enable chemists to put in linking-up displays if they wish. Notice given is as far in advance of the programme date as can be guaranteed by the broadcasting companies. Where known, the number of appearances of the product during the week is shown in parentheses.

**September 14–21**

LONDON

Ajax. Amami wave set (3). Anadin. Astral soap (3). Aspro (9). Bristow's shampoo (3). Brylcreem (3). Cadum soap. Camay soap (2). Carter's little liver pills (4). California syrup of figs (2). Colgate's tooth-paste. Cutex "Stay Fast" lipstick (2). Damaskin (2). Digestif Rennies. Diuromil (3).

Eno's Fruit Salt (2). Euthymol tooth-paste (2). French's bird food (2). Gillette razors and blades. Gleem tooth-paste (2). Iron Jelloids (2). Kolynos tooth-paste. Larson's Swedish milk diet. Lucozade (4).

Maclean's indigestion remedies (2), tooth-paste (4). Milk of Magnesia, tablets. Moorland's indigestion tablets. Nervone (3). Palmolive soap. Pepsodent tooth-paste. Phensic (3). Phillip's tooth-paste. P.L.J. (3). Pond's toilet preparations (2). Ribena (3). Rinstead pastilles. Rosemary shampoo (2).

Sebbix shampoo (2). Silvikrin shampoo (3), hair cream (2). Simpkin's. S.R. tooth-paste (2). Sun-orange Quosh (2). Valderma. Vinolia baby products (3). Vosene shampoo (5). "Water Lilies" shampoo (2).

MIDLAND

Ajax. Amami wave set (3). Anadin (2). Aspro (5). Bristow's shampoo (3). Brylcreem (3). Cadum soap. Camay soap (3). Colgate's tooth-paste. Cutex "Stay Fast" lipstick (3). Digestif Rennies. Diuromil (2).

Eno's Fruit Salt (2). Euthymol tooth-paste (2). French's bird food (2). Gillette razors and blades. Gleem tooth-paste. Iron Jelloids (3). Johnson's first-aid cream (5). Kolynos tooth-paste (7). Larson's Swedish milk diet. Lucozade (3).

Maclean's indigestion remedies (2), tooth-paste (4). Milk of Magnesia, tablets (2). Moorland's indigestion tablets (2). Palmolive soap. Pepsodent tooth-paste. Pond's toilet preparations. Ribena (5).

Sanatogen. Sebbix shampoo (4). Silvikrin hair cream (3). Sprinkleen. S.R. tooth-paste (2). Sun-orange Quosh. Valderma. Vinolia baby products (3). Vosene shampoo (5). "Water Lilies" shampoo (2).

NORTH

Ajax. Amami wave set (3). Anadin (4). Aspro (6). Bristow's shampoo. Brylcreem (3). Cadum soap. Camay soap (2). Carter's little liver pills (4). Cephos (4). Colgate's tooth-paste. Dabitoff. Delsey (2). Dento (2). Digestif Rennies (2). Diuromil (2). Dr. Page Barker's lotion (3).

Eno's Fruit Salt (2). Euthymol tooth-paste (2). French's bird food (2). Gillette razors and blades. Gleem tooth-paste (2). Hiltone (2). Larson's Swedish milk diet. Lucozade (4).

Maclean's indigestion remedies (2), tooth-paste (6). Milk of Magnesia, tablets (2). Moorland's indigestion tablets (2). Pepsodent tooth-paste. Phensic (5). P.L.J. (3). Pond's toilet preparations. Ribena (3).

Sanatogen. Sebbix shampoo (2). Silvikrin shampoo (3), hair cream (2). Spratts. Sprinkleen. S.R. tooth-paste (3). Sun-orange Quosh (2). Valderma (2). Vinolia baby products (3). Vosene (4). "Water Lilies" shampoo (4).

SCOTLAND

Ajax. Amami wave set (3). Anadin (4). Askit (7). Aspro (7). Bristow's shampoo (2). Brylcreem (3). Cadum soap. Colgate's tooth-paste. Dabitoff. Diuromil (4).

Eno's Fruit Salt (2). Euthymol tooth-paste (2). French's bird food (2). Gillette razors and blades. Gleem tooth-paste (2). Lucozade (4).

Maclean's indigestion remedies (2), tooth-paste (3). Milk of Magnesia (2), tablets (2). Moorland's indigestion tablets. Palmolive soap. Pepsodent tooth-paste. Phensic (5). P.L.J. (3). Ribena (2).

Sebbix shampoo. Silvikrin shampoo (2). S.R. tooth-paste (4). Sun-orange Quosh. Trojan soap pads. Vinolia baby products (4). Vosene shampoo (4). "Water Lilies" shampoo (2).

WALES

Ajax. Amami wave set (3). Anadin (4). Aspro (5). Bristow's shampoo (7). Cadum soap. Colgate's tooth-paste. Dabitoff. Diuromil (3).

Eno's Fruit Salt (2). Euthymol tooth-paste. French's bird food (3). Gillette razors and blades (2). Hiltone (2). Kolynos tooth-paste. Lucozade (5).

Maclean's indigestion remedies (2), tooth-paste (3). Marigold baby pants (6). Milk of Magnesia, tablets (2). Moorland's indigestion tablets. Palmolive soap. Pepsodent tooth-paste. Phensic (5). P.L.J. (3). Ribena (3).

Sebbix shampoo (2). Silvikrin shampoo (3), hair cream (2). Spratts. Sun-orange Quosh. Vinolia baby products (3). Vosene shampoo (5). "Water Lilies" shampoo (2).

SOUTH

Amami wave set (3). Anadin (3). Aspro (3). Brylcreem (3). Cadum soap. Camay soap (2). Colgate's tooth-paste.

French's bird food (2). Gillette razors and blades (2). Gleem tooth-paste (2). Kolynos tooth-paste.

Pepsodent tooth-paste.

Valderma. Vinolia baby products (3). Vosene shampoo (3). "Water Lilies" shampoo (2).

**DISPLAY OUTERS AVAILABLE: Two new display outers for Bristow's lanolin shampoo sachets are available from County Laboratories, Ltd., Honeypot Lane, Stanmore, Middlesex. Each holds one doz. foil sachets and measures 4½ x 2½ in., 4½ in. overall height. The outers are in mauve for cream shampoo; and red for liquid (illustrated).**

# COMING EVENTS

**Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.**

## Sunday, September 7

READING BRANCH, PHARMACEUTICAL SOCIETY. Car rally. Meet at the Traveller's Rest, Henley Road, Caversham, at 2.30 p.m.

## Tuesday, September 9

BRADFORD BRANCH, NATIONAL PHARMACEUTICAL UNION, Midland hotel, at 7.45 p.m. Mr. H. G. Moss (chairman, N.P.U.) on "The Latest News From Queen Square."

## Thursday, September 11

BRITISH POLAROGRAPHIC RESEARCH INSTITUTE, chemistry lecture theatre, Battersea Polytechnic, Battersea Park Road, London, S.W.11, at 6.30 p.m. Film on "Polarography" produced by the Czechoslovak Polarographic Research Institute.

# PRINT AND PUBLICITY

**PUBLICATIONS**

**Medical Propaganda**

Manufacturers' leaflets, folders, booklets, etc., directed to doctors but available to pharmacists.

GEIGY PHARMACEUTICAL CO., LTD., Wythenshawe, Manchester, 23. "Eurax," "Teevex," "Butazolidin in the Disc Syndrome." "Dosulfin." 2-p. leaflets.

GLAXO LABORATORIES, LTD., Greenford, Middlesex. "Predasin," "Cortelan" tablets and injection. "Prednelan," "Ef-Cortelan" tablets, skin ointments, eye and ear preparations, skin lotion. "Ef-Cortelan with Neomycin" skin preparations, eye and ear preparations (information cards).

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, Essex. "Sonergan," "Anthisan," "Phenergan," "Streptotriad" (information cards); "Largactil" (folder).

# *C. & D.* WEEKLY LIST OF PRICES

**A = Advanced; R = Reduced; I.R.P. = Inclusive Retail Price; * = Tax 30 per cent.; ‡ = Tax 60 per cent.**

**BEECHAM PHARMACEUTICALS, LTD.** (from September 1)

| | | Doz. | I.R.P. | |
|---|---|---|---|---|
| Germoloids suppositories* | | 22 10 | 3 0 | *A* |

**J. & J. COLMAN, LTD.**

| | | | | |
|---|---|---|---|---|
| Robinson's Sicilian lemon juice | 25 fl. oz. | 43 6 | 4 6 | *A* |

**ROUSSEL LABORATORIES, LTD.** (purchase tax imposed)

| | | Each | | |
|---|---|---|---|---|
| Androstalone tablets* | 12 | 12 0 | 21 8 | *A* |
| | 100 | 84 0 | 151 3 | *A* |
| | 500 | 410 0 | 738 0 | *A* |

## P.A.T.A. LIST

**(Alterations notified this week by the Proprietary Articles Trade Association.)**

**ELI LILLY & CO., LTD.** (from August 22)

| | | Doz. | | |
|---|---|---|---|---|
| Monotheamin Pulvules 3 gm. | 40 | 56 0 | 7 0 | *R* |
| 3 gm. | 100 | 112 0 | 14 0 | *R* |
| | | Each | | |
| 3 gm. | 500 | 44 0 | 66 0 | *R* |

## NEW PRODUCTS AND PACKS

**BEECHAM PHARMACEUTICALS, LTD.**

| | | |
|---|---|---|
| Beecham's pills envelope | 12 | 6 |

**CARNEGIES OF WELWYN, LTD.**

| | | Doz. | |
|---|---|---|---|
| Vandid Snapule (distributors, **SAVORY & MOORE, LTD.**) | 2 mils 6 | 216 0 | 27 0 |

**COOPER, McDOUGALL & ROBERTSON, LTD.**

| | |
|---|---|
| Medic-aire aerosol | 7 6 |

**DUNCAN, FLOCKHART & CO., LTD.**

Xylocaine solution:—

| | |
|---|---|
| 0·5 per cent. without adrenaline 5 mils | 6 3 |
| 1 per cent. without adrenaline 5 mils | 6 6 |
| 1 per cent. with adrenaline 1:100,000 5 mils | 6 6 |

**GERMAN ETHICALS**

Nicopyron tablets dispensing packs:—

| | Doz. | |
|---|---|---|
| 20 | 102 0 | 12 9 |
| 50 | 194 8 | 24 4 |
| 250 | 940 0 | 117 6 |
| 1,000 | 3,552 0 | 444 0 |

suppositories dispensing packs:—

| | | |
|---|---|---|
| 6 | 102 0 | 12 9 |
| 50 | 746 8 | 93 4 |

**DONALD JOSEPHS, LTD.**

| | |
|---|---|
| Synfonex siphon | 95 0 |
| refill | 2 6 |

**LEDERLE LABORATORIES DIVISION, CYANAMID OF GREAT BRITAIN, LTD.**

| | | Each | |
|---|---|---|---|
| Lederkyn acetyl paediatric suspension | 2 fl. oz. | 8 0 | 12 0 |
| Miltown capsules 200 mgm. | 50 | 8 4 | 12 6 |
| | 250 | 31 6 | 47 3 |
| 400 mgm. | 50 | 11 10 | 17 9 |
| | 250 | 50 6 | 75 9 |

**MAYBORN PRODUCTS, LTD.**

| | |
|---|---|
| Dylon "drip-dry" wash tube | 2 6 |

**A. & G. NICHOLAS, LTD.**

| | | |
|---|---|---|
| Eneril* | 4 fl. oz. | 4 2 |
| | 40 fl. oz. | 30 7 |

**M. & R. NORTON, LTD.**

| | Doz. | |
|---|---|---|
| Shemen baby soap* | 13 6 | 2 0 |

**PAINES & BYRNE, LTD.**

| | | Each | |
|---|---|---|---|
| Pancrex powder | 100 gm. | 8 0 | 10 8 |
| | 500 gm. | 38 3 | 51 0 |
| | 1,000 gm. | 75 0 | 100 0 |
| granules | 100 gm. | 9 6 | 12 8 |
| | 500 gm. | 45 0 | 60 0 |
| | 1,000 gm. | 88 0 | 117 4 |
| Pancrex V tablets | 100 | 4 0 | 5 4 |
| | 500 | 15 9 | 21 0 |
| | 1,000 | 30 0 | 40 0 |
| powder | 100 gm. | 17 0 | 22 8 |
| | 250 gm. | 42 3 | 56 4 |
| | 500 gm. | 83 3 | 111 0 |

**REVLON INTERNATIONAL CORPORATION**

| | |
|---|---|
| Gold frosted nail enamels‡ | 8 9 |

**HELENA RUBINSTEIN, LTD.**

| | | |
|---|---|---|
| Mascaramatic refill‡ | 9 0 | |
| Everpoint eyebrow pencil‡ | 12 6 | |
| refill‡ | 4 6 | |

**UNIVERSAL LABORATORIES, LTD.**

| | |
|---|---|
| Leeve* | 5 11 |

# *C. & D.* RETAIL AND DISPENSING PRICE LIST

The drug index for August was 205·9

| Cost d. | per | Item | 16 oz. s. d. | 4 oz. s. d. | 1 oz. s. d. | 1 dr. s. d. |
|---|---|---|---|---|---|---|
| 72 | 500 gm. | Acid. tartaric. pulv. ... ... | — | 2 4 | 0 8½ | 0 1 |
| 92 | 100 gm. | Balsam. Peruvian., B.P.C. ... | — | — | 4 6 | 0 8 |
| 34 | 500 gm. | Calcii chlorid. gran. ... ... | — | 1 1 | 0 4 | 0 1 |
| 39 | 500 gm. | Calcii phophas ... ... ... | — | 1 3 | 0 4½ | 0 1 |
| 171 | 500 gm. | Calx sulphurata, B.P.C. '49 ... | — | 5 6 | 1 8 | 0 3 |
| 192 | 500 gm. | Cetomacrogol 1,000, B.P.C. ... | — | 6 2 | 1 10 | 0 3 |
| 106 | 500 gm. | Chloral. hydras ... **P.I. (8)** | — | 3 5 | 1 0 | 0 2 |
| 26 | 500 mils | Emuls. chloroform. ... ... | — | 0 10 | 0 3 | — |
| 75 | 100 mils | Ext. opii liq., B.P.C. ... **D.D.** | — | — | 3 2 | 0 5 |
| 62 | 100 mils | Ext. quillaiæ liq. ... ... . | — | — | 2 8 | 0 4½ |
| 147 | 100 mils | Ext. senegæ liq. ... ... .. | — | — | 6 4 | 0 11 |
| 42 | 1 gm. | Homatrop. hydrobrom **S. 1 (4)** | per | gr. | 0 5½ | — |
| 57 | 25 gm. | Hydrarg. perchlor. pulv. **S. 1. P.II. (4)** | — | — | 8 1 | 1 2 |
| 138 | 100 gm. | Hydrargyrum ... ... wgt | — | — | 5 10 | 0 10 |
| 234 | 500 mils | Inf. senegæ conc., B.P.C. ... | — | — | 2 3 | 0 4 |
| 82 | 100 mils | Liq. opii sedat., B.P.C. '49 **D.D.** | — | — | 3 6 | 0 6 |
| 78 | 500 mils | Liq. strych. hydrochlor. **S. 1 (5,** | — | 2 6 | 0 9 | 0 1½ |
| 38 | 25 gm. | Lithii carbonas, B.P.C. '49 .. | — | — | 5 5 | 0 9½ |
| 80 | 2 litres | Lotio calamin. ... ... ... | 2 3 | 0 7½ | 0 2½ | — |
| 58 | 1 gm. | Methadon. hyd. ... ... **D.D.** | per | gr. | 0 9½ | — |
| 44 | 25 gm. | Ol. betulæ, B.P.C. '49 ... ... | — | — | — | 1 1 |
| 41 | 25 gm. | Ol. cajuputi ... ... ... | — | — | 5 5 | 0 9½ |
| 68 | 25 gm. | Ol. pini pumilionis ... ... | — | — | — | 1 3 |
| 58 | 1 pint | Ol. rapæ ... ... ... ... | 5 10 | 1 8 | 0 6 | — |
| 132 | 25 gm. | Opium pulv. ... ... **D.D.** | — | — | — | 2 8 |
| 45 | 0·1 gm. | Physostigmin. salicyl. **S. 1 (4)** | per | gr. | 3 9 | — |
| 74 | 100 mils | Pig. iodoform. co., B.P.C. ... | — | — | 3 2 | 0 5½ |
| 36 | 100 gm. | Piper. alb. pulv. ... ... | — | — | 1 6 | 0 2½ |
| 71 | 25 gm. | Podophylli resina ... ... | — | — | — | 1 6 |
| 54 | 500 gm. | Potassii chloras, B.P.C. ... | — | 1 9 | 0 6½ | 0 1 |
| 45 | 500 gm. | Sapo kalinus, B.P.C. '49 ... | 5 1 | 1 5 | 0 5 | — |
| 72 | 500 gm. | Sennæ fruct. Tinnev. ... ... | — | 2 4 | 0 8½ | — |
| 240 | 500 gm. | Sodii aminosalicylas ... ... | — | 7 9 | 2 4 | 0 4 |
| 26 | 500 gm. | Sodii phosph. ... ... ... | — | 0 10 | 0 3 | — |
| 192 | 25 gm. | Strychnin. hydrochlor. ...**S. 1 (4)** | per | gr. | 0 1 | 3 11 |
| 192 | 25 gm. | Strychnin. pulv. ... **S. 1 (4)** | per | gr. | 0 1 | 3 11 |
| 177 | 25 gm. | Strychnin. sulphas **S. 1 (4)** | per | gr. | 0 1 | 3 7 |
| 60 | 500 mils | Syr. ferri phosph. c. quin. et strych. **P.I. (9 and 13)** | — | 1 11 | 0 7 | 0 1 |
| 65 | 100 mils | Tinct. hydrastis, B.P.C. '49 .. | — | — | 2 9 | 0 5½ |
| 244 | 500 mils | Tinct. ipecacuanhæ ... ... | — | 7 8 | 2 4 | 0 4 |
| 150 | 250 mils | Tinct. opii ... ... **D.D.** | — | 9 8 | 2 10 | 0 5 |
| 105 | 500 mils | Tinct. sennæ co., B.P.C. '49 ... | — | 3 4 | 1 0 | 0 1½ |
| 117 | 250 gm. | Ung. zinci undecen. ... ... | — | 7 6 | 2 3 | 0 4 |
| 99 | 500 mils | Vap. benzoin., B.P.C. ... ... | — | 3 2 | 0 11½ | 0 1½ |
| 126 | 500 mils | Vap. menthol. et benzoin (meth.), B.P.C. ... ... | — | 4 1 | 1 3 | 0 2 |
| 48 | 500 gm. | Zinci sulphas ... ... ... | — | 1 7 | 0 5½ | — |
| 108 | 500 gm. | Zingib. Jam. ... ... ... | — | 3 6 | 1 1 | 0 2 |
| 132 | 500 gm. | Zingib. Jam. pulv. ... ... | — | 4 3 | 1 3 | 0 2 |

| Cost d. | per | TABLETS | Retail (in containers) 25 s. d. | 100 s. d. |
|---|---|---|---|---|
| 162 | 1,000 | Ammon. chlorid. gr. 7½ e/c ... ... ... | 1 2 | 3 3 |
| 318 | 1,000 | Aspirin (2½) phenac. (2½) et caffein. (1) ... ... | 1 9 | 5 6 |
| 94 | 500 | Aspirin soluble gr. 5, B.P.C. ... ... ... | 1 3 | 3 8 |
| 504 | 1,000 | Barbitonum sodium gr. 5 ... ... **S. 1** R only | 2 5 | 8 3 |
| 240 | 1,000 | Caffein. citras gr. 2 ... ... ... ... ... | 1 6 | 4 5 |
| 60 | 1,000 | Digitalis præp. gr. 1. ... ... **S. 1 (5)** | 0 9½ | 1 9 |
| 186 | 1,000 | Grey powder gr. 2 ... ... ... ... ... | 1 3 | 3 7 |
| 264 | 1,000 | Triple syrup, B.P.C. ... ... **P.I. (13)** | 1 7 | 4 9 |

The bold letters and figures at left of dispensing price relate to the classification of poisons in THE CHEMIST AND DRUGGIST *Poisons Guide*.

**having critically examined the new Nasal Spray, NAZEX,**

# A PRIVATE CHEMIST SAYS—

" NAZEX Nasal Spray was displayed in my window as shown below. I backed it by using the attractive counter sale box and every dozen has a showcard. As a result—sales trebled. The profit margin on Nazex Nasal Spray means I make many times the nett profit shown on a wide variety of lines advertised directly to the public. Nazex effectively meets the need for the finest micro-spray to stop nasal congestion in catarrh and hay fever. In my opinion Cupal have studied the packaging appeal of this product and we Chemists shall feel the benefit."

**NAZEX*** REGD. **Order your NEW 2-doz. display unit bonus now !**

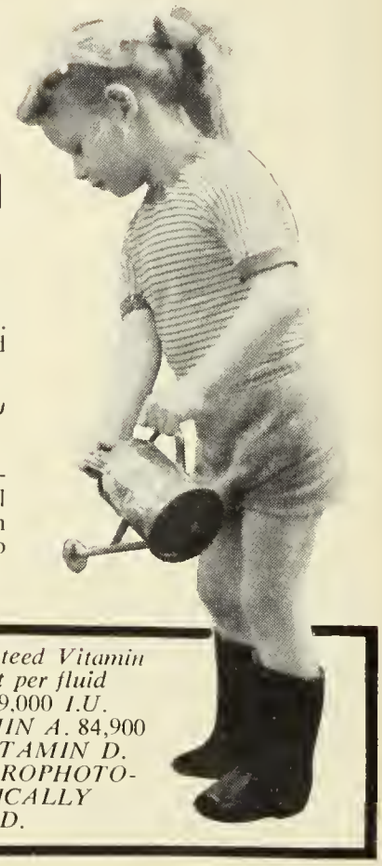
| | |
|---|---|
| 2 doz. Parcel Total Nett Cost | 40/- |
| Selling @ 3/- each. No P. Tax | 72/- |
| **PROFIT** | 32/- |

*i.e.* 1/4d. per Sale
80% on Cost
45% on Turnover

**Cupal Ltd**

Pharmaceutical Laboratories
BLACKBURN · ENGLAND

# *Watch them grow!*



## 'SEAGLOW' sales and *profits* will really go ahead with these prices

| SIZE | RETAIL | DIRECT £3 C/P TERMS |
|---|---|---|
| 50's | 1/11 | 16/– doz. |
| 100's | 3/6 | 28/6 doz. |
| 1,000's | 25/6 | 16/6 each |

Lower prices are available for bulk orders. Let us quote you for lots of 6,250 and 12,500 capsules.

★ *SPECIAL BONUS TERMS BEING MAILED TO YOU*

**PLUS NEW NATIONAL ADVERTISING** From September onwards intensive hard-hitting advertising will be appearing in mass-circulation national newspapers. Many millions of people will be told of the low-priced vitamin value which "Seaglow" can give. Be ready for the demand which is bound to come. Stock up now with "Seaglow."

**"Seaglow" REGD. HALIBUT LIVER-OIL CAPSULES**

*Guaranteed Vitamin Content per fluid oz.—849,000 I.U. VITAMIN A. 84,900 I.U. VITAMIN D. SPECTROPHOTOMETRICALLY TESTED.*

THEAKROCK PHARMACEUTICALS LTD · 14 YORK BUILDINGS · HASTINGS · SUSSEX

---

## POTASSIUM NITRATE

**Double Refined**
99·5/100% $KNO_3$ White Small Crystals

**SODIUM NITRATE Technical**
98/100% about 16·2% Nitrogen, white fine crystals

**AMMONIUM BICARBONATE Edible,**
about 21·5% $NH_3$ White Small Crystals

**SODIUM NITRITE Technical**
99/100% $NaNO_2$ White Small Crystals

## MEPROBAMATE CMS

(Codex Med. Scandinavicus)

*As manufacturers' sole distributors for chemicals, solvents and pharmaceutical raw materials we invite your enquiries.*

**LARS CHRISTENSEN (Est. 1914)**
COPENHAGEN F. DENMARK. Peter Bangsvej 35
Cables: Archri Copenhagen—Telex: 2335. Tel: Godthaab 4005 (4 lines)

*Affiliated company:* **LARS CHRISTENSEN,**
Berlin-West, Kurfürstendamm 157/158
Telephone: 97 87 56—Telex: 018 3214

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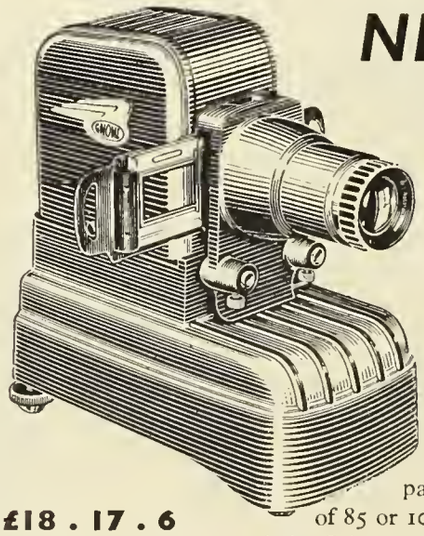
## NEW by GNOME



Extensively advertised in the National and Photographic Press. Takes all main transparency sizes. Choice of 85 or 100 mm lens. Blower cooled. Crisp and brilliant details. 12 months' guarantee.

**£18 . 17 . 6**
*(Lamp extra)*
*H.P. terms arranged.*

**300/500 watt ALPHAX 35 mm. PROJECTOR**

**Also ALPHAX MINOR 150 watt. 85 or 100 mm lens £13 . 17 . 6**

*Send for full details:* **GNOME PHOTOGRAPHIC PRODUCTS LTD. 354 CAERPHILLY ROAD, CARDIFF**

*An evaluation of*
**ROTER** *tablets in*
**PEPTIC ULCER**

*"... 90% satisfactory response obtained in ambulant patients in the absence of dietary restrictions or other drugs"*

Extract from the BRITISH MEDICAL JOURNAL 1955, 2, 827

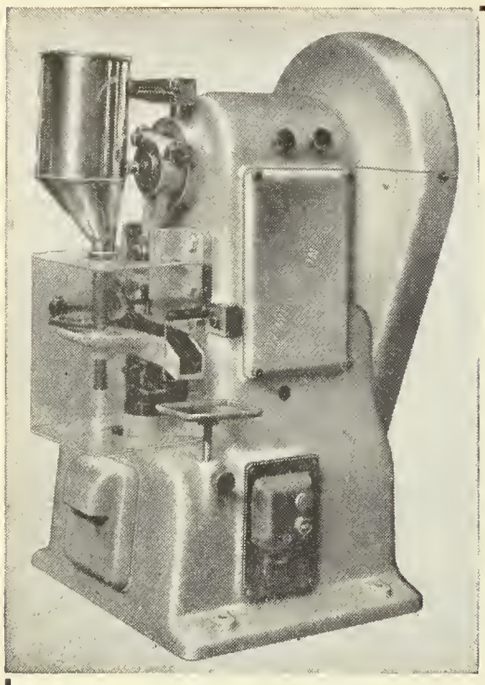
PACKINGS: Retail Prices including P.T., Trial size 40 tablets 7/5d., Standard size 120 tablets 21/3d. Full Treatment size 640 tablets 106/6d.; Dispensing packs 720 tablets, P.T. exempt.

**Obtainable from your usual wholesaler.**

***Roter Tablets are not advertised to the public, and may be prescribed on E.C.10 forms. Literature and samples on request.***

ROTER

F.A.I.R. LABORATORIES (SALES) LTD., TWICKENHAM, MIDDLESEX



New LB.I. Type Bench Tabletting Machine

## ROTARY and SINGLE PUNCH TABLETTING MACHINES

## OINTMENT MIXING and GRINDING MILLS

**PUNCHES AND DIES FOR ALL TYPES OF**
**TABLETTING MACHINES**

**Presses and Moulds for Gelatine Capsules**

## S. W. WILKINSON & CO., LTD.

**WESTERN ROAD, LEICESTER**

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## A Soap for Two Markets

The customer who wants a mildly medicated soap; and the customer who likes a top-quality toilet soap; you will sell Cuticura to both. Only Cuticura Soap has this happy combination. Superfatted to give a rich, fragrant lather, it is also—like Cuticura Talcum and Shaving Stick, those other best-sellers—mildly medicated to give skin health. It pays to display and recommend

## Cuticura Soap

*also*

TALCUM POWDER • OINTMENT
HANDCREAM • MEDICATED LIQUID
SHAVING STICK

PHOTOGRAPHIC

ALBUMS
FOLDERS
PACKET MOUNTS
CLUB MOUNTS
FIXSNAPS
TRANSPARENT NEGATIVE BAGS
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*ILLUSTRATED LIST WITH PLEASURE*

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AND SONS LIMITED

**SPECIALIST CHEMISTS' PRINTERS**

P.O. BOX No. 12
**MUSGRAVE HOUSE, WESTERN WAY, EXETER**

# „Knoll" Fine Chemicals

enjoy world-wide reputation

**Barbonin®**

(6,7-diaethoxy-l-[3,4-diaethoxy-benzyl]-isochinoline)

**Bromoisovalerylurea** (Bromvaletone B.P.C.)

**Caffeine Alkaloid and salts**

**Ephedrine, its salts and derivatives**

**Papaverine and its salts**

**Pentamethylenetetrazol** (Leptazol B.P.)

**Theophylline, its salts and derivatives**

**Theophylline Ethylene Diamine**

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„Knoll" Fine Chemicals are distinguished by their purity and meet the requirements of the prominent pharmacopœias.

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**KNOLL A.-G.** · Chemical Works · Ludwigshafen-on-Rhine

*An old and tried favourite with a* **25% profit margin**

# BAUMOL

## SOAP

single wrapped tablets in a display outer of 1 dozen selling at 1/3½d. per tablet (inc. P.T.) unwrapped tablets in a box of 3 selling at 3/10½d. per box (inc. P.T.)

**TRADE PRICE:** 10d. per tablet (plus 3d. P.T.)
**PROFIT:** per tablet 2½d. per box 7½d.
from all wholesalers

**DUNCAN FLOCKHART OF EDINBURGH**

Duncan, Flockhart & Co., Ltd., Edinburgh 11 ABA/11/57P

service..

REMEMBER POPPY DAY

The postman going his round is a familiar sight. We rely daily upon his service and pay perhaps the highest compliment in taking it for granted. Those who rely upon Sumner's for the supply of drugs, galenicals, dressings, instruments and proprietaries know the value of a speedy, reliable and accurate service.

**Sumner's**

THE NAME FOR SERVICE
R. SUMNER & COMPANY LIMITED
HANOVER STREET · LIVERPOOL
FITZALAN ROAD . CARDIFF

S174

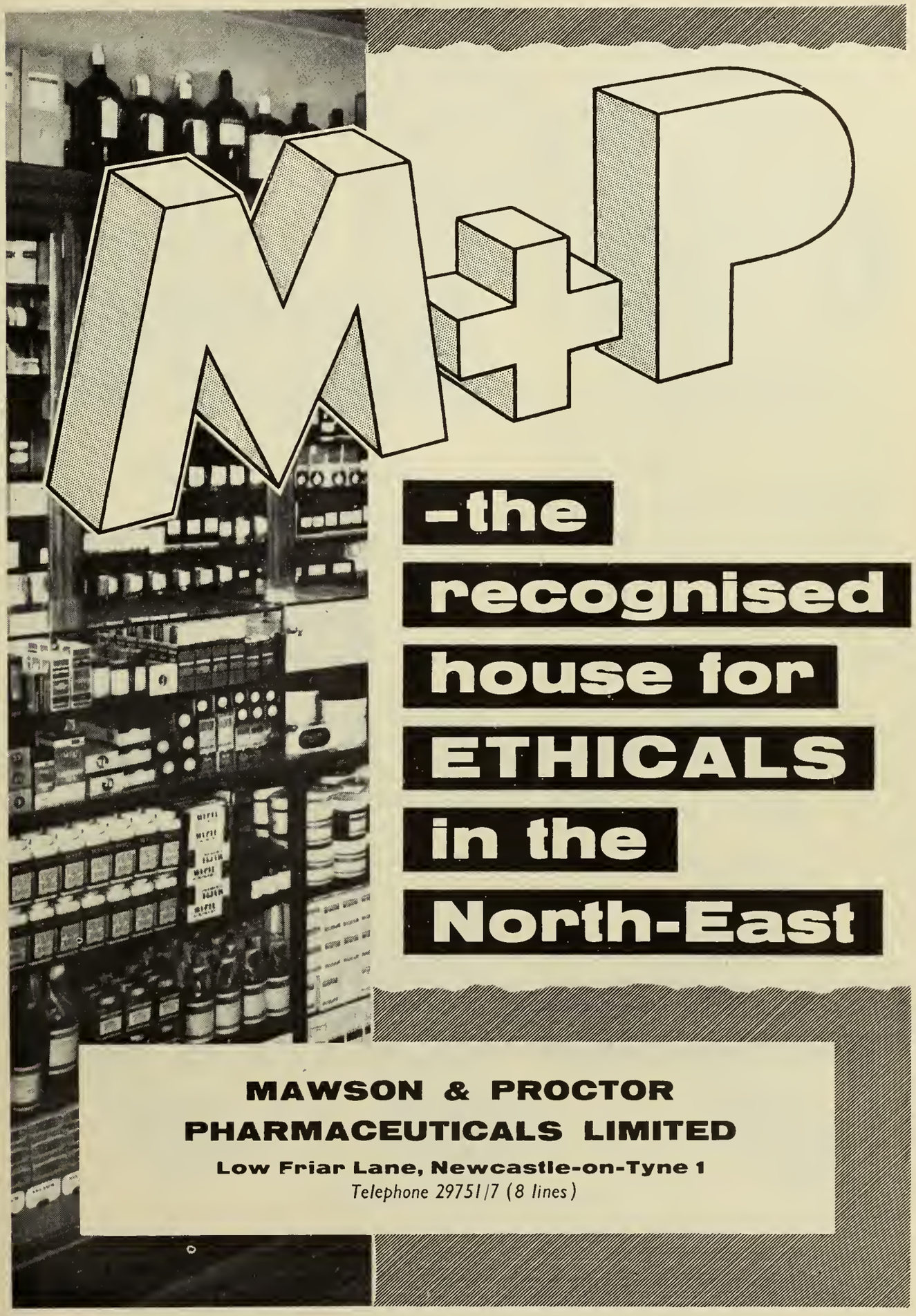
# Do not disappoint your customers

*—stock and display*

# Askit

**Powders and tablets for the safe and speedy relief of headaches, colds, chills, rheumatic and nerve pains.**

EX ALL LEADING WHOLESALE HOUSES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Low Friar Lane, Newcastle-on-Tyne 1
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# 6/- best-seller!

The Lastonet Metatarsal Pad is by far the best on the market at the very reasonable retail price of 6/- per pair. Its chamois-covered foam rubber pad, held comfortably in place by a band of light, airy Lastonet, relieves arch strain and tired feet. Top quality, low price—and an excellent profit margin into the bargain. Your price—24/- per ½ dozen pairs.

Lastonet

METATARSAL PADS

PT.2 LASTONET PRODUCTS LIMITED, CARN BREA, REDRUTH, CORNWALL

# TANNIC ACID

AND DERIVATIVES

THE BRITISH DYEWOOD COMPANY LIMITED

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W. K. BURNSIDE Pty., LTD., Melbourne, AUSTRALIA

# AUSTRALIAN EUCALYPTUS OILS

RECTIFIED B.P. 70/75% and 80/85%

EUCALYPTOL B.P.

PRODUCED NATURALLY WITHOUT FRACTIONATION CONSEQUENTLY

KEEP FRESH LONGER

*Agents for U.K.:* WILSON & MANSFIELD, LTD., 15 Philpot Lane, LONDON, E.C.3

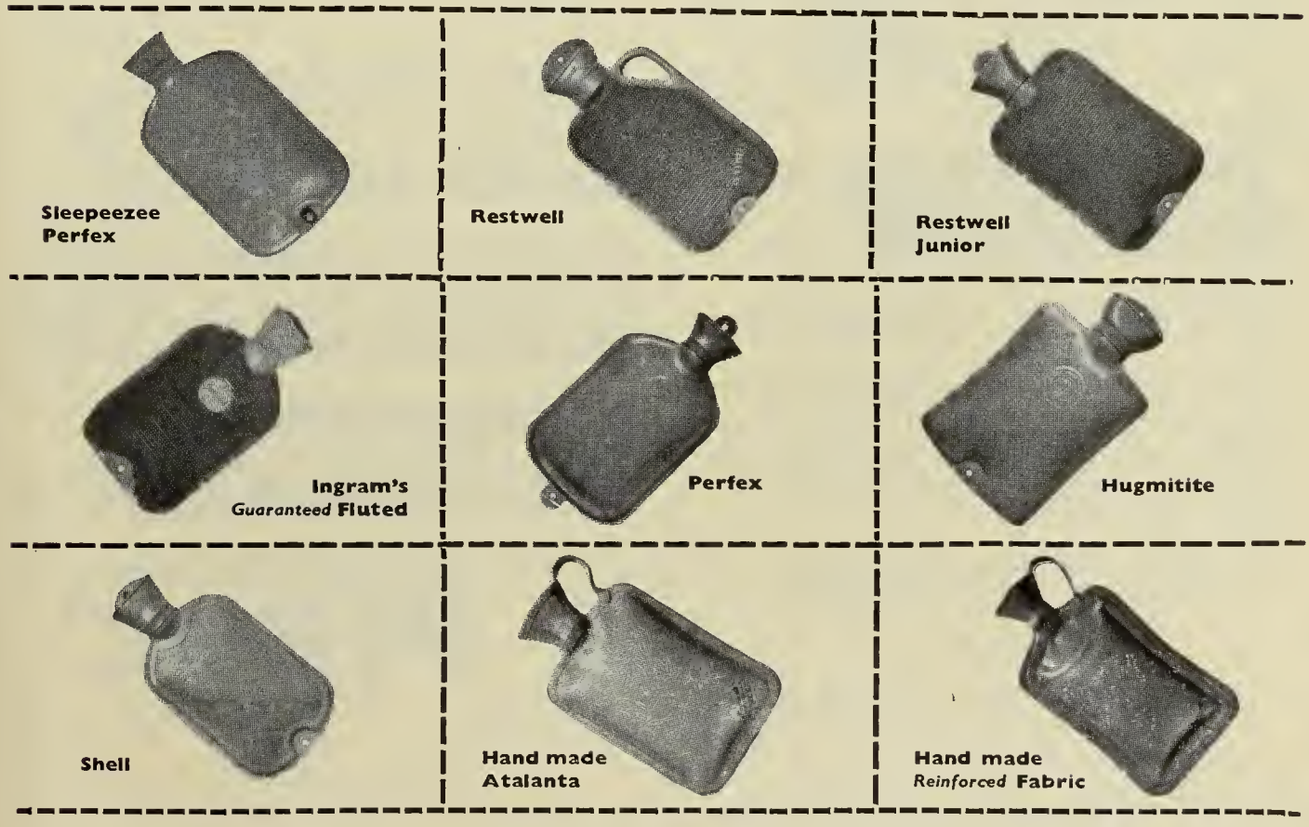
*Phone: MANSION HOUSE 9264-5-6* (WHOLESALE ONLY) *Grams: WYFIELD, LONDON*

# Time to be hot on the trail of winter business with

**Ingram's**

# Hot water bottles

Winter is not so far away. So it's time you made sure you have a complete range of Ingram's Hot Water Bottles — ready for the demand that is bound to come. All these Moulded and Hand Made Hot Water Bottles carry " Ingram's " full guarantee.




*From your wholesaler. In case of difficulty write to:*

J. G. INGRAM & SON LTD., HACKNEY WICK, LONDON, E.9

The BEATSON

Ribbed Oval..

Attractive presentation and sound functional design are both provided by the Beatson Ribbed Oval.

A wide range is available, both Cork Mouth and Screw Neck, with either White Enamelled, Black, Red or White Plastic Caps.

**Be sure to specify BEATSON**

*"The Sign of a* TRADE MARK REGISTERED *Good Bottle"*

**BEATSON, CLARK & CO., LTD.**
ESTABLISHED 1751
*Glass Bottle Manufacturers*
ROTHERHAM YORKS

# The shaving brush with the TWO YEAR guarantee ....

*We cordially invite you, when in London, to visit our showrooms at :—*
*92 Regent Street, London, W.1*
*(one minute from Piccadilly Circus)*
*and see our range of 250 Pure Bristle and Pure Badger Shaving Brushes to suit all markets*

**VULFIX**

**SHAVING BRUSHES**
**PURE BADGER AND PURE BRISTLE**

*Please ask your wholesaler for particulars of our special offers.*
Write for illustrated brochures and price lists.

**THE PROGRESS SHAVING BRUSH CO. LTD.**
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**VITAMIN D3**

**PURE CRYSTALLINE D3**

**FINE CHEMICALS**

*Manufacturers:*
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**LIMITED**

*Sales Office:*
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LIVERPOOL, 3, ENGLAND

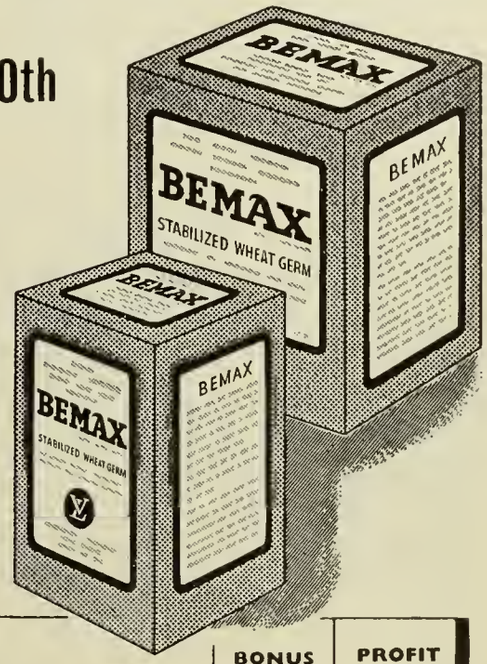
*Laboratories:*
NORTHOLT, MIDDLESEX

# Stock up for the Winter demand!

# ANOTHER

# BIG BEMAX BONUS

## Available September 8th to September 20th




The great success of our last Bonus Offer has been followed by the ever-mounting success of increased Bemax advertising in the national and provincial press, women's magazines and RADIO TIMES, with a combined circulation of approximately 40,000,000 copies. Such success encourages us to make this further Bonus Offer. Get your order in early. Make sure of your Bonus NOW !

| PARCELS | | STANDARD LIST PRICE | QUANTITY TERMS | | BONUS TERMS | PROFIT |
|---|---|---|---|---|---|---|
| BX.1 | 6 dozen x 1/9 size | 99/- | 96/- | You, and your customers, are bound to benefit! | 88/- | 38/- |
| BX.2 | 3 dozen x 3/- size | 85/6 | 81/9 | | 75/- | 33/- |
| BX.3 | 1½ dozen x 5/6 size | 78/9 | 75/- | | 68/9 | 30/3 |
| BX.4 | 2 dozen x 3/- size<br>½ dozen x 5/6 size | 83/3 | 79/6 | | 72/11 | 32/1 |
| BX.5 | 1 dozen x 1/9 size<br>1½ dozen x 3/- size<br>½ dozen x 5/6 size | 85/6 | 81/11 | | 75/- | 33/- |

**Window and counter displays** for BEMAX must be made for at least 14 days. Display material readily available, and included in Bonus parcel.

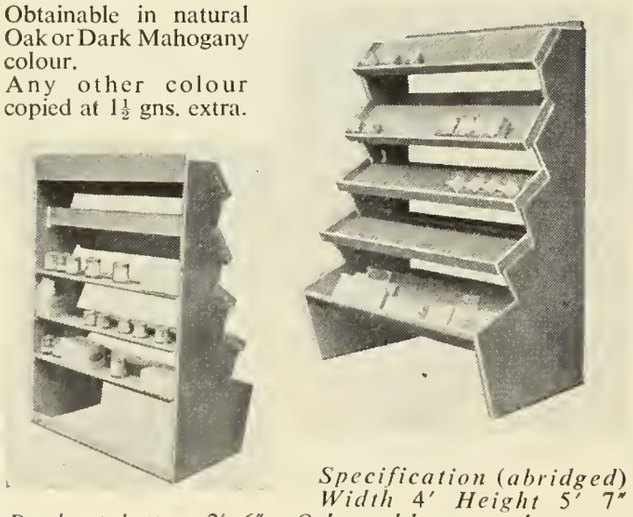
**ACT NOW!** Send your order immediately to:
**Sales Dept. (Ref. A.A.8) Vitamins Limited, Upper Mall, London, W.6**

K

# DANDY DISPLAY

**Fitting will show your wares to advantage**

Obtainable in natural Oak or Dark Mahogany colour.
Any other colour copied at 1½ gns. extra.

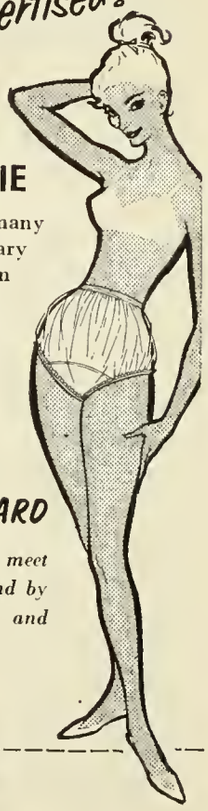


*Specification (abridged) Width 4′ Height 5′ 7″ Depth at bottom 2′ 6″. Oak models veneered on outside only. All ends of 18 mm. blockboard. Shelves ½″ combed timber with 4 mm. bottoms. Back shelves of solid ⅝″ timber. Fully portable and can be stacked away when not in use.*

Free delivery London area. Cash with order. Price 14 gns. including full instructions for erecting and dismantling (time 5 minutes).

**GIFCO LTD** 45 SCRUTTON STREET
LONDON, E.C.2. *Telephone : SHOreditch 4539*

*New and nationally advertised!*



**SANITARY PROTECTION IN LUXURY NYLON LINGERIE**

Women are quick to appreciate the many advantages of Cosette No-Belt Sanitary Protection. These dainty white nylon briefs with waterproof gusset and pockets for the towel are more hygienic, convenient and safe — a profitable line for you too!

**No belts, hooks or pins**

RETAIL **12/3** a pair 3 sizes.

***FREE DISPLAY OUTER & SHOWCARD***

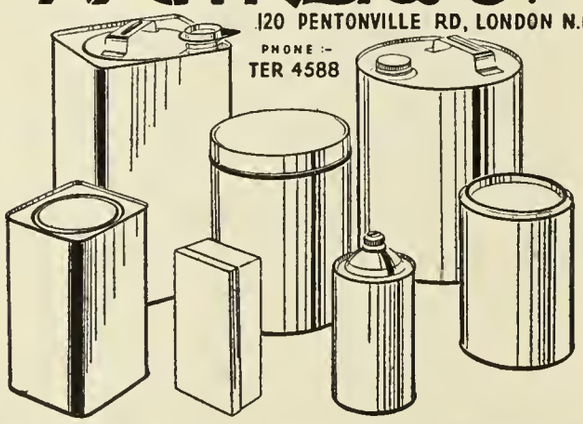
*Be sure you can meet the immediate demand by sending for details and trade prices to:—*

**No Belt**

COSETTE LTD., 28 GOODGE STREET, LONDON, W.1

**HAWKER & Co.**

120 PENTONVILLE RD, LONDON N.1
PHONE :- TER 4588



**ERGON**

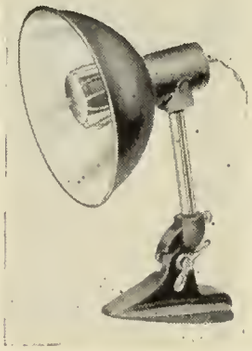
**Infra Red Ray Appliances**

**MODEL 126A**

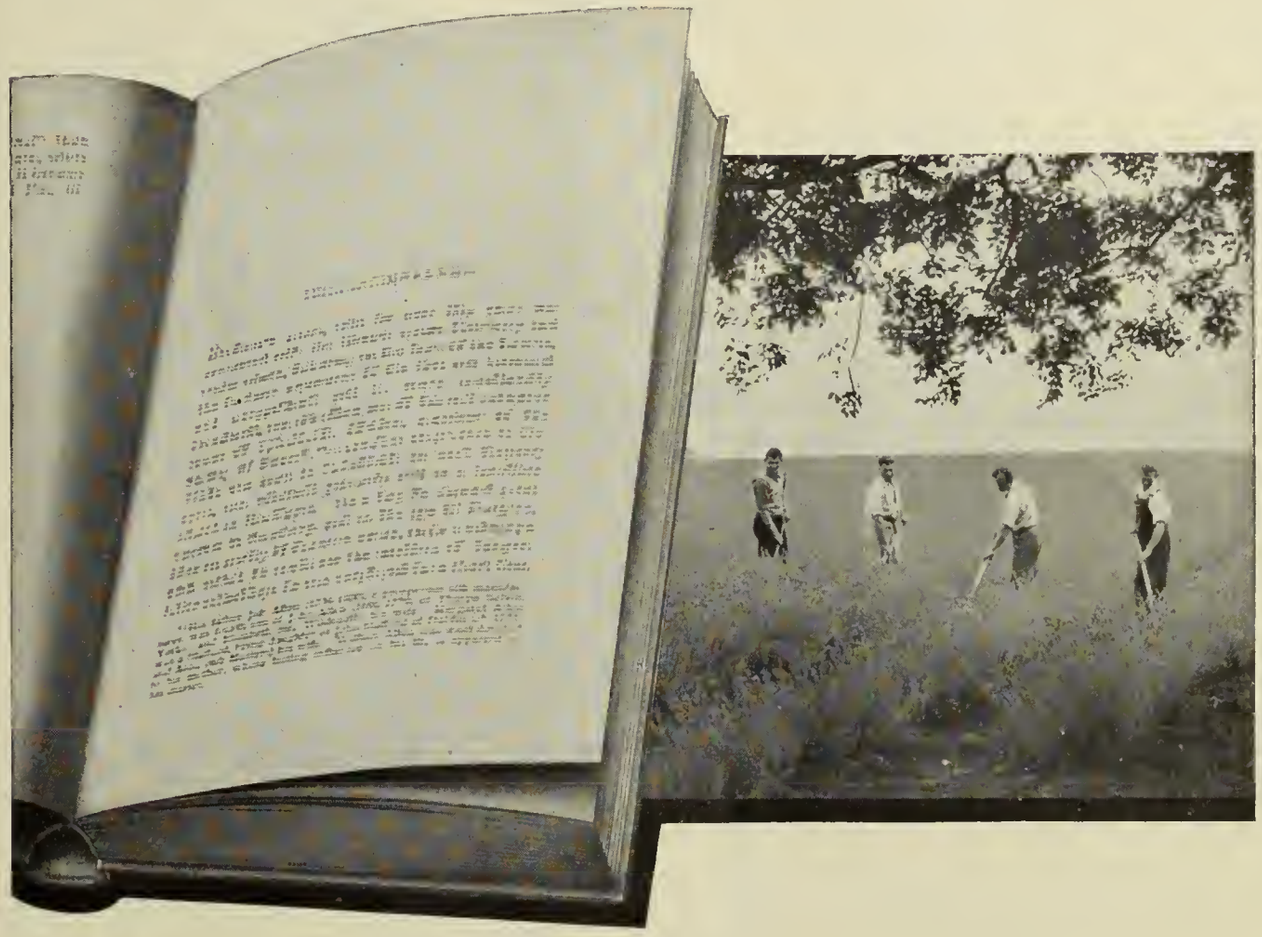
*Retail Price 98/-*

*Write for Catalogues and Prices to:—*

**Ergon Electrical Mfg. Co., Ltd.**
Vulcan Road, Bilston, Staffs.
Tel: Bilston 42310



# new chapters in the RANSOM story . .



The Ransom story is a *continuing* story. It had its beginnings more than a hundred years ago, and important new chapters are added with every year that passes. Who writes the Ransom story? The research teams on the Company's drug growing farms at St. Ives, always seeking new strains of medicinal plants . . . the horticulturists, always investigating new methods of cultivation . . . and the production specialists at Ransom's Hitchin factory always striving for still more efficient methods of raw-material processing. Yes, these are the men who make the Ransom story —a *success* story.

**EXTRACTS · TINCTURES · ESSENTIAL OILS · RESINS · CHLOROPHYLL**

*Actual growers of*

**BELLADONNA · HENBANE · FOXGLOVE · PEPPERMINT · LAVENDER**

*Samples and quotations gladly supplied*

***Specialists in the manufacture of products to customers' own formulas***

**WILLIAM RANSOM & SON LTD**

Established 1846 *HITCHIN · HERTFORDSHIRE · ENGLAND*

# IMAGINATION

AT WORK ON YOUR COUNTER

**THE PACKS**
to win new customers each day

**THE QUALITY**
to maintain repeat sales

## Linc-o-Lin BEER Shampoo

The original high beer content shampoo really does give "body" to the hair.

## Linc-o-Lin Hand Cream

The flexible polythene "Hand" in pastel pink, blue, green to attract your customers, containing Hand Cream which they will quickly find superb in restoring chapped hands to delicate smoothness.
Retail price **5/6** each.
Prices to retailers **£1-9-2** per doz. box + **17/6** P.T.

### BABY BARREL

Irresistible polythene economy pack—contains at least 4 shampoos, and retails at **2/6.** Price to retailers **15/7½** doz. + **4/8** P.T.

### INDIVIDUAL SACHETS

now in convenient counter dispenser of 3 doz. Price to retailers **15/7½** per three doz. box + **4/8** P.T. Retail price **10½d.** each.

### TWIN PACK

Men, too, appreciate Linc-o-Lin Beer Shampoo — sell one for two at **1/2,** the 'bottle" for HER, the "tankard" for HIM. Prices to retailers—display box of three doz. **£1-1-8** + **6/6** P.T.

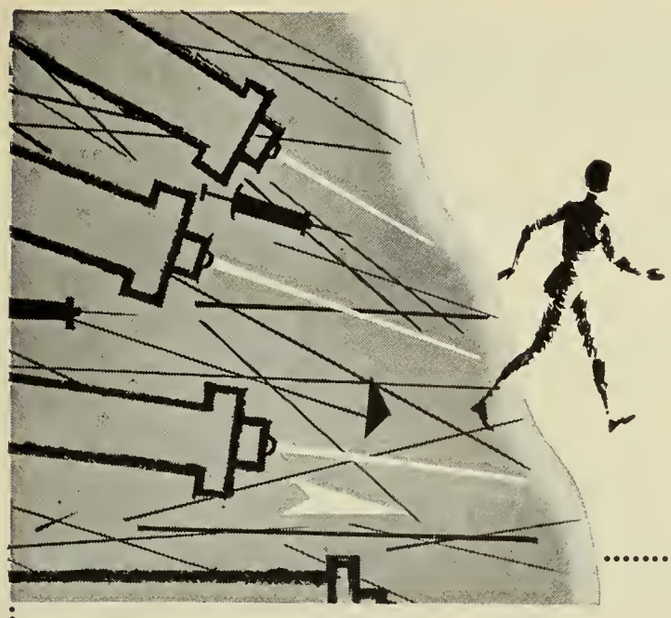
### CHRISTMAS SELLING

These products will be advertised in Christmas Shopping Features of Women's magazines. The "Baby Barrel" is transformed into a gay "tree" gift by a delightful "Cat" Crowner.

## ORDER NOW FROM YOUR WHOLESALER

LINCOLN
*HAIR PRODUCTS LTD.*

55/57 Strafford Rd., London, W.3
Tel.: ACOrn 6791 (3 lines)



For

**AN INJECTION-FREE FUTURE IN PERNICIOUS ANAEMIA**

# 'DISTIVIT'

## vitamin B12 PEPTIDE complex

AN ORIGINAL PRODUCT OF DC(B)L RESEARCH

- **efficiently absorbed after oral administration**
- **clinically as effective as injection of crystalline vitamin B12**
- **free from toxicity; no unpleasant taste**

'DISTIVIT' brand vitamin B12 peptide complex, backed by clinical investigation,* is an oral preparation that is efficiently absorbed and which restores the normal blood picture in pernicious anaemia as effectively and consistently as does crystalline vitamin B12 administered by the parenteral route.

*'DISTIVIT' oral vitamin B12 PEPTIDE complex should not be confused with mixtures of crystalline vitamin B12 with intrinsic factor or other absorption additives.*

**'Distivit' 20**

Each scored tablet contains 20 micrograms combined vitamin B12 in the form of a peptide complex.
Tubes of 25 and bottles of 100 tablets.

**'Distivit' 100**

Each tablet contains 100 micrograms of vitamin B12 in the form of a peptide complex.
Bottles of 100 and 500 tablets.

**'DISTIVIT'** AN ORIGINAL PRODUCT OF DC(B)L RESEARCH

* *"The Oral Treatment of Pernicious Anaemia: A New Approach"* —Lancet (1958), 1, 982.

**THE DISTILLERS COMPANY (*Biochemicals*) LIMITED**
BROADWAY HOUSE, THE BROADWAY, WIMBLEDON, LONDON S.W.19
Telephone: Liberty 6600

*Owners of the trademark 'Distivit'*

PPH 19/58

# *Analgesic administration to children*

Whether for analgesic or antipyretic purposes 'Angiers' is the ideal aspirin for children.

'Angiers' is pure aspirin, in tiny pink 1¼ grain tablets, orange-flavoured and pleasant to suck, chew or swallow. They disintegrate as rapidly in the stomach as they do in milk, water or the salivary juices of the mouth. Each 'Angiers' Tablet also contains 1.50 grains of Dicalcium Phosphate, to check any possible salicylic irritation of sensitive stomachs.

*In bottles of 50 tablets (Retail 1/7d. including P.T.) or in the 500 tablet dispensing pack.*

**The Junior Aspirin is**
**Angiers**
Specially made for children

*Full details of trade terms from*
THE ANGIER CHEMICAL CO. · LONDON · S.E.1 (WATerloo 5922)

Proprietors: Bristol-Myers Company Ltd.
CVS-26

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**Synfoam SUPER**
HONEYCOMB ALL-PURPOSE
**SPONGE** *FULLY SYNTHETIC*

**SEASON'S BONUS OFFER**
One Xmas Card **FREE** with each Sponge
STANDARD SIZE . . Retail Price 2/11 USUAL
LARGE SIZE . . . . Retail Price 3/11 DISCOUNTS
Each Sponge *n* a 3-coloured transparent sleeve—Each dozen in 4-coloured show carton—12 dozens in Cardboard Box.
*Obtainable from* YOUR USUAL WHOLESALER *or contact* FLETCHER & FARLOW LTD., Finsbury Court, Finsbury Pavement, London, E.C.2. *Tel: MONarch 6801*

**"SYNFOAM SUPER" SELLS ON SIGHT!**

---

**Arctic Glow**
TRADE MARK
*Analgesic Balsam*
**MENTHOL & WINTERGREEN CREAM**

**For Rheumatism, Lumbago and Fibrositis**
2 oz. jars (2/6) 14/- 3 doz. 13/9 per doz.
1 oz. tubes (1/7) 8/6 3 doz. 8/4
Manufactured by
BROOK, PARKER & CO. LTD., BRADFORD, ENGLAND

---

*ESTABLISHED 1793*

**ATKINSON & BARKERS INFANTS' PRESERVATIVE**

The Infants' Medicine of 150 years' standing

For teething and digestive troubles

**ROBERT BARKER & SON LTD**
13 ALISTAIR STREET MANCHESTER, 1

---

**Dyanese FADELESS DYES**

3d. STOCKING (except Black) .. 27/- gross
4½d. COLD WATER, CURTAIN and Black Stocking Dyes .. 41/- gross
Order Dyes and Shade Cards from our Agents
*Gt. Britain:* W. B. Cartwright Ltd., Rawdon, Leeds
*N. Ireland:* T. M. Mullan & Co., Ltd., 42 Victoria Street, Belfast, *Eire:* May Roberts (Ireland) Ltd., Grand Canal Quay, Dublin, C.6

# More and more women are reading this TRESS advertising...

in the big circulation papers reaching **80% of women over 16**

## Hair styles come so easily when you set with TRESS

*...because Tress makes your hair follow your fingers*

SPRINKLED ON YOUR HAIR after your usual shampoo, fragrantly perfumed TRESS immediately makes your hair so easy to manage that a new cleverness seems to come into your fingers. Perfect pin curls and flattering waves come with astonishing ease just how and where you want them.

Only TRESS will work these near miracles because only TRESS contains the wonderful new hair-nutrients discovered in the Laboratories of L'Oreal · Paris. It's these which give your hair its completely new, pliant, shining beauty, new vitality, a new readiness to follow your fingers.

*This lovely hairstyle was created by Pierre Lebreully, of Paris, who always uses TRESS in his Salon.*

Never just set your hair with water. It will eventually make it harsh and dry. Set with TRESS and your hair will become and remain in beautiful condition.

Your hair will look twice as lovely, twice as shining, and your style will stay in place, manageable and shapely, for twice the usual time.

**TRESS** sets, curls and conditions your hair

**Makes your set look twice as lovely for twice as long**

*A creation of L'OREAL · PARIS*
*The World's Greatest Makers of Hair Beauty Products*

**YOUNG women**
**HAIR CONSCIOUS women**
**WOMEN with money to spend**

} will all want to buy from you

TRADE TERMS

**Small Size** Price 8/10 per dozen bottles plus 60% tax selling at 1/6½ per bottle.
**Large Size** Price 14/6 per dozen bottles plus 60% tax selling at 2/6½ per bottle.

a creation of
L'OREAL · PARIS

*From your usual wholesaler or from:* GOLDEN LIMITED, 7 Grosvenor Street, London, W.1. Hyde Park 1671

*Republic of Ireland enquiries to:* Lilmar, Pharmaceuticals Ltd., Santry, Dublin.

WARERITE Wallboard has been used to panel the walls of two newly opened shops of the Express Dry Cleaning Works (Rushden) Ltd. The bright yellow Regent pattern which has been chosen harmonises with the gay carpets and curtains. Shop-fitter responsible for the shop illustrated was: Smith & Bunning Ltd., Regent Street, Kettering.

# *New* WARERITE wallboard

REGD.

## for Brighter Premises—Better Business!

Good-looking premises always help to attract more customers—and that means *more business*. Panelling with WARERITE Wallboard is the ideal, simple way to brighten up walls, counter fronts, partitions, flush doors, ceilings and all vertical surfaces. WARERITE Wallboard is moisture-resisting, durable and easily cleaned, and there are many different patterns and colours to choose from!

*WARERITE materials are supplied from stock in cities and towns throughout the country. Write for literature, samples and the name of your nearest distributor.*

**WARERITE wallboard**
REGD.

**IS IDEAL FOR VERTICAL SURFACES AND CEILINGS**

• Wipes clean instantly • Easier construction at lower cost—no maintenance • Resistant to steam and moisture • Can be fixed with screws, or panel pins; cemented to wooden battens or fitted into frames • Standard boards 8ft. x 4ft. • Melamine-resin surfaced both sides

**WARERITE wallboard**

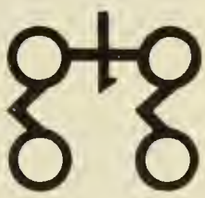
**with the lovelier patterns!**

REGD.

**A product of BAKELITE LIMITED · 12-18 GROSVENOR GARDENS · LONDON SW1 · Telephone: SLOane 0898**

TGA WW13

# SIGNIFICANT SYMBOLS IN PHARMACY.....



*The ancient symbol for gum used in the Alchemical Treatises of the 15th Century. . . .*

THE TREE OF LIFE, SYMBOL OF THE HIGHEST QUALITY IN FINE CHEMICALS TODAY.

CARNEGIES of WELWYN

ESTABLISHED 1911

**Enquiries are invited for**

ADRENALINE
ANDRENOCHROME MONOSEMICARBAZONE
AMINOPHYLLINE
ATROPINE & SALTS
BISMUTH SALTS
BRUCINE & SALTS
CAFFEINE & SALTS
CHRYSAROBIN
EPHEDRINE & SALTS
HOMATROPINE & SALTS
HYDANTOIN DERIVATIVES
IODIDES
ISONICOTINIC ACID HYDRAZIDE
ISOPRENALINE SALTS
LITHIUM SALTS
METHOIN
NORADRENALINE & SALTS
P.A.S.
PIPERAZINE & SALTS
RESERPINE
SANTONIN
STRYCHNINE & SALTS
THEOBROMINE & SALTS
THIOMERSALATE
QUININE & SALTS
CINCHONA FEBRIFUGE
TOTAQUINA

For nearly half a century the name Carnegies has served as a standard in the fine chemical field for products of utmost purity and rigid adherence to pharmaceutical specification. Direct importation of raw materials, and the completion of every process under our own roof at Welwyn Garden City, enables us to compete successfully with world suppliers in any part of the globe. Yet we welcome and treat with equal importance the smaller orders too.

**CARNEGIES OF WELWYN LTD.**

**Welwyn Garden City, Hertfordshire, England.**

Phone: WELWYN GARDEN 5001 (10 lines)
Cables: CARNEGIES, WELWYNGARDENCITY
Telex: LONDON 28676

# The most concentrated campaign ever for Silvikrin HAIR CREAM

• • • • • • • • • •

*Big advertisements like this will be seen by the 14 million readers of the* **DAILY MIRROR** *EVERY FRIDAY FOR THE NEXT 30 WEEKS*

**ALL THIS IN ADDITION TO**

*HEAVY ALL-STATION* T.V. ADVERTISING*

* including the newly-opened Southern Television Station

*What a tremendous impact on your customers—what a tremendous boost for your sales!*

**with Silvikrin Hair Cream**

When two heads come closer, the grooming of a man's hair is, to say the least, unportant. His hair must be firmly, yet lightly, groomed—*but it must look and feel healthy too.* Silvikrin Hair Cream, containing your hair's *natural* food in the form of Pure Silvikrin, keeps your hair handsome by keeping it healthy. Buy a jar of this luxury hair cream today.

***Silvikrin Hair Cream does your hair good***

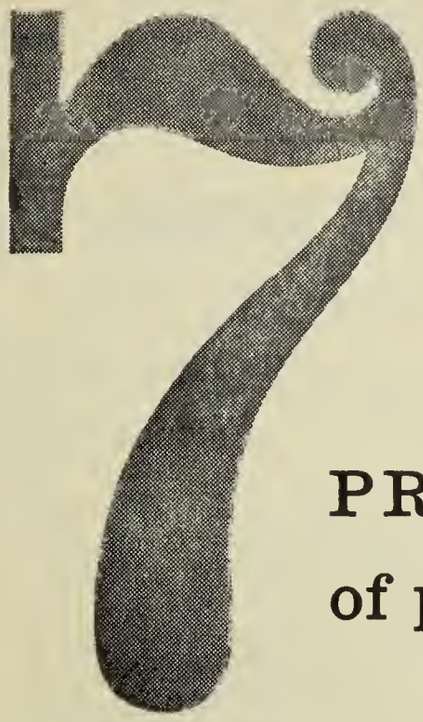
*STOCK and DISPLAY*

# Silvikrin
## HAIR CREAM

*the fastest growing hair cream on the market*

SHC/T/11

COUNTY LABORATORIES LTD., COUNTY BUILDING, HONEYPOT LANE, STANMORE, MIDDX. WORDSWORTH 4321



From the Calmic range—

# PREPARATIONS
## of proven effectiveness

**SEDUMAX** *An innocuous sedative and analgesic combination, indicated for the relief of insomnia due to neuralgic pain, pre-menstrual tension and other symptoms of psychosomatic disturbances. Vitamin B1 has been included in the formula for its beneficial effect in cases of nervous exhaustion and mental depression.* **Packs: 50 and 300 tablets.**

**DRAPOLENE** *For the speedy, soothing relief of napkin rash. This gentle cream was evolved specifically for the treatment and prevention of urinary dermatitis in infants and incontinent patients.* **2-oz. tubes and 1-lb dispensing jars.**

**FERROMYN** *For the treatment of iron deficiency anæmias, particularly during pregnancy. Ferromyn contains ferrous succinate, an organic iron salt which can be absorbed into the system with minimal toxic effects.* **Dosage: 1 teaspoonful/tablet t.d.s. or as prescribed. Packs: 4-oz., 20-oz., 40-oz., 80-oz. Bottles: 100 tablets, 1,000 tablets.**

**CICATRIN** *An amino acid antibiotic cream or powder with the dual effect of controlling local infection and stimulating the growth of new tissue. Indicated for the treatment of superficial wounds, burns, varicose ulcers, rectal surgery and pyogenic skin conditions.*
**Packs: 15 gramme collapsible tube. 15 gramme sprinkler.**

**HYPON** *Ideally balanced analgesic tablets which contain Codeine, phenacetin and acetylsalicylic acid plus caffeine and phenolphthalein to offset the side effects of depression and constipation.* **Packs: 10, 50, 125. Tax-free dispensing packs 300, 600 tablets.**

**POLYBACTRIN** *The first-ever antibiotic powder spray. A combination of antibiotics which do not induce resistant strains are dispersed in ultra-fine powder form to secure bacterial inhibition over a wide area and ensure immediate contact with any wound pathogens. Indicated in all branches of surgery and for use on any broken tissue surface as a prophylactic or treatment.*

**VASCUTONEX** *Efficacious in the treatment of muscular rheumatism and all soft tissue pains. Containing diethylamine salicylate and glycol salicylate, which ensure effective skin penetration and absorption into lipid tissue so that effective salicylate levels are obtained locally to the affected area. The cream is non-staining, odourless, and contains no counter-irritants.*
**Pack: 30 gramme tube.**

CALMIC LIMITED

**CALMIC LIMITED**
**Crewe:** *Crewe 3251-5* · **London:** 2 Mansfield Street · W1 · *Langham 8038-9*
**Australia:** 458-468 Wattle Street · Ultimo · Sydney · NSW
**Canada:** 220 Bay Street · Toronto

# BEECHAM'S PILLS

## A NEW, POPULAR SIZE, ENVELOPE PACK

### replacing the 'twist'

**Retails at 6D**

**Beecham's Pills are advertised on Television and Radio Luxembourg**

*This new envelope pack in an attractive display outer will help you to make many new Customers for BEECHAM'S PILLS*

All enquiries to BEECHAM PHARMACEUTICALS LTD · ST. HELENS · LANCS

The CHEMIST AND DRUGGIST

CLASSIFIED ADVERTISEMENTS

*Telephone: CENtral 6565*

Specially spaced Advertisements, including:—Public and Legal Notices, Sale by Auction, Appointments, Contract Work, Patents, Partnerships, 18/- per ¼ inch minimum and pro rata. Box 2/-. Clearances and Wants, Businesses for Disposal and Wanted, Premises, Agents Wanted, Agencies Wanted, Miscellaneous, 17/6 for 36 words minimum; then 4d. per word, Box 2/-. Situations Vacant, 12/- for 36 words minimum, then 4d. per word. Box 2/-. Situations Wanted, 3/- for 18 words minimum: then 2d. per word. Box 1/-.

*Address Box Number Replies to:* THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2

**ORRIDGE & COMPANY**

**184 STRAND, W.C.2**
*Tel:* TEMple Bar 9212/3 & 6340

***CHEMIST BUSINESS TRANSFER AGENTS AND VALUERS WHOLESALE AND RETAIL***

**BRANCHES: BIRMINGHAM · SOUTHAMPTON · LIVERPOOL · SHEFFIELD · CARDIFF**

## PREMISES FOR SALE

**DERBY SHOP DEVELOPMENT**
**NEW SHOPS FOR SALE**

Excellent Parade of Shops with and without Living Accommodation now under construction by J. H. Fryer, Ltd., of Derby, on their Mickleover site to serve a neighbourhood unit of approx. 1,000 new houses.

**Vacancy for Chemist**
with monopoly scheme.

Price and all details from sole agent:
**Frank Innes**
(A. H. Stanhope, F.A.I.),
Chartered Auctioneer and Estate Agent,
23 St. James's Street,
Derby
Telephone: Derby 40191, 3 lines.
C 1723

**FOR SALE.** Last remaining shop in new parade. Grand opening for chemist. No opposition. Large shop and store room, excellent living accommodation, open position. 999 years' lease at £4,500. Ground rent £100 per year or freehold £6,500. Dawson-Lloyd, Galen House, Orchard Drive, Woking. C 1729

**NEW SHOP PREMISES**

with good living accommodation. Large shop, storage room, kitchen, and separate toilet on ground floor. Lounge, two bedrooms, and bathroom/W.C. on first floor. Large garage at rear. Situated in High Street of growing East Herts village. Mains electricity, water, and sewerage. Freehold £3,500.
Apply Trundle, Ltd., Acorn Street, Hunsdon. Phone: Stanstead Abbots 71.
C 1716

## PREMISES TO LET

**AT OXFORD.** Busy shopping centre, multiples adjacent. Rent £390 p.a. Own shop front required. No premium. Apply, Silk's Estates, 66 Baker Street, W.1. Hunter 0857. C 1674

**TWO LARGE SHOPS** to let with upper parts in first-class unique position facing Fords Factory, Dagenham. Apply A. G., c/o Queens Hotel, Church Road, Upper Norwood, S.E.19. C 8375

## BUSINESSES FOR DISPOSAL

**EDINBURGH.** Progressive suburban pharmacy; increasing turnover at present approx. £11,000 p.a. Net profit £2,000 p.a. Property, fixtures, fittings and goodwill £4,000, stock at valuation (approx. £1,800). Entry as may be arranged. Further particulars and offers, Blackwood & Smith, W. S. Peebles. Phones 2131/2. C 419

**KIRKBY-IN-ASHFIELD,** 12 miles North Notts. Retirement sale. Herbal, surgical stores. Centre town. Bus stops. Corner shop. Freehold, 3 bedrooms, half-tiled kitchen and bathroom. Garage. All maintained. £3,500, agents valuation, plus s.a.v. Newly pointed up. Population 22,000. In family forty years. Excellent living accommodation. Write Unwin's Corner Stores, 62 Station Road, Kirkby-in-Ashfield. C 1712

**SURGICAL APPLIANCES.** Old-established family business on South Coast as going concern. Hospital contract and Executive Council list. Modern shop front, main road, extensive premises suitable for workrooms or living. Scope for expansion chemist, etc. £5,000 o.n.o. Ill health reason for selling. Box C 1709.

**SURGICAL** and Orthopædic Appliances. Distributors and Fitters to hospitals and chemists. Directors wish to dispose of business owing to retirement. Turnover exceeds £13,000. Fully equipped and completely staffed with qualified fitters. Building, fixtures, and fittings, equipment, etc., £3,000. Stock approx. £2,000. Prepared to accept £3,500 for quick sale. Reply Box C 1725.

**TYNESIDE, MAIN ROAD,** small pharmacy for sale. Net profit over £1,000. Could be doubled by good man. Price £500 plus stock. Finance can be arranged to suit purchaser. Modern fixtures. Suitable lease offered. Good flat over shop, at present let. Box C 1718.

## APPOINTMENTS

### BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS (461 beds)

**Assistant-in-Dispensing**

required. Whitley salary scale with London Weighting; new well-equipped department. Hospital convenient to Northern Line (High Barnet) station. Apply to Hospital Secretary, with details of experience and qualifications, and names of two referees. C 420

### BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

**Locum Pharmacist**

Salary up to 16 guineas a week. Apply to Hospital Secretary. Tel.: ADV. 3413. C 397

### BROOKWOOD HOSPITAL, KNAPHILL, WOKING

**Assistant-in-Dispensing**

Applications are invited for the above post. The successful candidate will be required to work under the supervision of the Chief Pharmacist, who is responsible for the preparation and issue of drugs and dressings for about 1,750 patients.

Salary scale £170 p.a. at age 16 years rising to £375 at age 22 years or over rising to a maximum of £490 p.a. (plus £20 p.a. for an approved qualification).

Professional and Technical Council B of Whitley Council conditions apply to the appointment which is subject to the provision of the National Health Service Superannuation Regulations.

The successful candidate will be required to pass a medical examination.

Accommodation available for female candidate for which a charge of £2 8s. per week will be made.

Applications giving particulars of age, experience and qualifications, together with names of two referees to the Physician Superintendent, as soon as possible. C 417

### CHINGFORD HOSPITAL, E.4, and THORPE COOMBE MATERNITY HOSPITAL, WALTHAMSTOW, E.17

**Assistant-in-Dispensing**

required for duties at the above hospitals. Post vacant October 1, 1958. Whitley Council terms and conditions.

Applications with copies of two recent testimonials to Secretary, Forest Group H.M.C., Langthorne Road, E.11. C 8337

### CLAYBURY HOSPITAL (FOR NERVOUS AND MENTAL DISORDERS), WOODFORD BRIDGE, ESSEX

**Chief Pharmacist (Category III)**

Post vacant January 1959. Whitley Council salary (including London Weighting) and conditions of service are applicable. Applications with details of experience and the names of two referees to be addressed to the Physician Superintendent. C 8367

### CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

**Locum Dispensing Assistant**

required for the following period:
September 22 to 27.

Salary up to £9 11s. 6d. per week, plus London Weighting according to age and qualifications. Applications to the Chief Pharmacist, St. Leonard's Hospital, Nuttall Street, London, N.1. C 415

**ERNEST J. GEORGE & CO.**

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Apply giving full details of age, qualifications, experience, etc., and the names of two persons for reference to the Group Secretary, Sheffield No. 1 Hospital Management Committee, Nether Edge Hospital, Sheffield, 11. C 8371

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GEORGE A. PAINES,
General Hospital, Group Secretary.
London Road, Croydon. C 8390

### FOUNTAIN HOSPITAL, TOOTING GROVE, S.W.17
**Pharmacist**

required in modern, well-equipped department which participates in clinical research concerning mental deficiency. Salary scale £580 to £785 p.a. for a 39-hour week, plus London Weighting. Applications, stating details of qualifications, experience and names of two referees, to Group Secretary. C 8389

### LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1
**Assistant-in-Dispensing**

required immediately. Whitley Council salary scales and conditions of service. Apply, giving names of two referees, to the Chief Pharmacist. C 8362

### GENERAL HOSPITAL, MARGATE
**Locum Pharmacist**

required. Applications, stating age, qualifications and experience, with names of two referees, to the Hospital Secretary. C 414

### LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1
**Locum Pharmacist**

required at the above hospital from August 18 to September 11, and from October 1 for an indefinite period. Salary £16 16s. per week. Applications to the Chief Pharmacist (Tel.: Stepney Green 4251). C 8338

### LAMBETH HOSPITAL, BROOK DRIVE, S.E.11
**Assistant-in-Dispensing**

required. Whitley Council rates of pay and conditions. Applications in writing, giving names of two referees to the Secretary. C 390

### LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1
**Pharmacist**

required at the above hospital from October 1, 1958. Whitley Council salary and conditions of service. Applications stating age, qualifications, experience, and giving the names of two referees to the Secretary, Stepney Group Hospital Management Committee, Mile End Hospital, Bancroft Road, E.1. C 8339

### LONDON HOSPITAL ANNEXE, ONGAR ROAD, BRENTWOOD, ESSEX
**Assistant-in-Dispensing**

required at the above hospital. Preference given to candidates holding the certificate of the Society of Apothecaries. Salary in accordance with Whitley Council Scale. Write to House Governor, The London Hospital, Whitechapel, E.1. C 424

### METROPOLITAN HOSPITAL, KINGSLAND ROAD, LONDON, E.8
**Senior Pharmacist**

for modern department. Permanent post vacant due to retirement. Salary £680 to £870 p.a. plus appropriate higher qualification allowance. Apply with details of age, training and experience to the Hospital Secretary. C 398

### NAPSBURY HOSPITAL, NEAR ST. ALBANS
**Part-time Assistant-in-Dispensing**

17½ hours per week. Non-resident. Canteen facilities. Not Monday or Tuesday. Hours by arrangement with Chief Pharmacist. Salary £4 7s. 6d. per week. Referees required. Call or write to Chief Pharmacist. C 8311

### NOTTINGHAM No. 1 HOSPITAL MANAGEMENT COMMITTEE, NOTTINGHAM EYE HOSPITAL
**Chief Pharmacist (Category II)**

Applications are invited for the appointment of Chief Pharmacist (non-resident) at the above Hospital.
Salary and conditions of service in accordance with Whitley Council Regulations.
Applications giving full particulars together with the names of three referees to be sent as soon as possible to the Group Secretary, General Hospital, Nottingham. C 408

### ROCHDALE AND DISTRICT HOSPITAL MANAGEMENT COMMITTEE, BIRCH HILL HOSPITAL
**Assistant-in-Dispensing**

required for duties in pharmacy at above general hospital. Salary according to age and rising to a maximum of £490 per annum. Additional payment of £20 per annum will be paid to persons holding the Certificate of the Society of Apothecaries of London, or certain Service and other Dispensing Certificates. Application forms or further particulars from the Group Secretary, Central Offices, Birch Hill Hospital, Rochdale. C 8365

### ROYAL FREE HOSPITAL
**Locum Pharmacist**

required at the above hospital. Salary 16 gns. per week. Applications, together with names and addresses of two referees, should be addressed to Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 8380

### ST. MATTHEW'S HOSPITAL, BURNTWOOD, LICHFIELD, STAFFS
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**Pharmacist**

Applications are invited from suitably qualified persons for the above post. Salary £580 x £30 (6)—£760 x £25 (1)—£785 per annum, according to previous experience and service.
Applications, giving full particulars and names of two referees should be sent to the Group Secretary, The General Hospital, Burton-on-Trent, as soon as possible. C 8366

### ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1
**Senior Pharmacist**

Permanent post in modern department. Salary £650 to £830, plus appropriate London Weighting and higher qualification allowance. Apply with details of age, training and experience to Hospital Secretary. C 400

### STAINES GROUP HOSPITAL, MANAGEMENT COMMITTEE, ASHFORD HOSPITAL, ASHFORD, MIDDLESEX
**Locum Pharmacist**

required. Salary £16 16s. per week. Applications, stating age, qualifications and experience, with copies of up to three recent testimonials, to Medical Director of Hospital immediately. C 416

### ST. LEONARD'S HOSPITAL, NUTTALL STREET, N.1
**Locum Pharmacist**

required from 15th to 20th September. Salary 16 gns. per week. Applications to Chief Pharmacist. Tel.: Shoreditch 3311. C 410

### ST. HELIER HOSPITAL, CARSHALTON, SURREY (Category V—733 beds)
**Assistant-in-Dispensing**

required for general dispensing duties in busy department. Experience of sterilising techniques an advantage. Canteen facilities available. London Weighting payable. Applications with names of two referees to the Secretary. C 8347

### SOUTH-WEST DURHAM HOSPITAL MANAGEMENT COMMITTEE
**Chief Pharmacist (Category III)**

required at Holywood Hall Hospital, Wolsingham. Salary £725-£990 per annum plus £25 if holding higher qualification. N.H.S. conditions and superannuation. Application forms from the undersigned to be returned by September 12.

K. G. T. LUXFORD,
Group Secretary/Finance Officer.
C 8373

### ST. OLAVE'S HOSPITAL, ROTHERHITHE, S.E.16
**Pharmacist**

Applications are invited for the post of pharmacist at the above General Hospital. Whitley Council scale and conditions. Salary £580-£785 p.a., plus London Weighting. Applications, with names of two referees, to the Hospital Secretary. C 8378

### THE UNITED BIRMINGHAM HOSPITALS, THE QUEEN ELIZABETH HOSPITAL, EDGBASTON, BIRMINGHAM, 15
**Senior Pharmacist**

Applications are invited for the above post at the Queen Elizabeth Hospital to take charge of the Sterile Products Laboratory. This is a well-equipped laboratory catering for the varied and exacting requirements of modern medical and surgical research. Salary scale £650 x £30 (6) to £830 per annum subject to Whitley Council conditions of service. Applications stating age, details of training and experience with names of two referees to the Chief Pharmacist, Queen Elizabeth Hospital, Birmingham, 15. C 8368

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*Appointments—Continued*

**THE UNITED BIRMINGHAM HOSPITALS, THE QUEEN ELIZABETH HOSPITAL, EDGBASTON, BIRMINGHAM, 15**

**Pharmacist**

Applications are invited for the above post at the Queen Elizabeth Hospital. Duties mainly dispensing for in-patients. Salary scale £580 x £30 (6) to £760 x £25 to £785 per annum. Subject to Whitley Council conditions of service. Applications giving age, details of training and experience, with names of two referees to the Chief Pharmacist. C 8369

## EDUCATIONAL

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W. THOMPSON,
Director of Education

Education Offices,
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Co. Durham. C 8374

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**ASSISTANT ANALYST** with qualification or experience for food factory near Watford required. Five-day week, canteen, etc. Please write giving details and salary required to Box C 8381.

### *Situations Vacant—Continued*

**ASSISTANT SALES MANAGER** required for pharmaceutical manufacturing company in the London area. Candidate who must be about thirty years of age should preferably have qualifications as a pharmacist or pharmacologist and have a thorough knowledge of the trade. Opportunity for early promotion to Sales Manager. Please reply to Box C 1692.

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